



Wes Moore, Governor · Aruna Miller, Lt. Governor · Atif Chaudhry, Secretary

Heavy Construction Equipment with Related Attachments and Technology MA #011723-JDC

Intergovernmental Cooperative Purchasing Agreement Procurement Officer Determination COMAR 21.05.09.04

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the DGS Office of State Procurement (OSP) may initially sponsor or participate in, renew, modify, or administer an Intergovernmental Cooperative Purchasing Agreement (ICPA) on its own behalf or on behalf of another agency when a determination is made under SFP §13-110 and COMAR 21.05.09.04.

In accordance with COMAR 21.05.09.03B, “A primary procurement unit may purchase its requirements from another government entity’s contract if that contract is an intergovernmental cooperative purchasing agreement and is available for use by the primary procurement unit.” As the DGS OSP Procurement Officer, I have determined that issuing an indefinite delivery indefinite quantity contract based on Sourcewell contract MA #011723-JDC to John Deere Shared Services, LLC, d/b/a John Deere Construction Retail Sales (John Deere) for Heavy Construction Equipment with Related Attachments and Technology is in the best interest of the State based upon the reasons stated below.

The proposed contract pricing meets the requirements of the ICPA under COMAR 21.05.09.01B(2)(a). The process to directly solicit such a contract would take a significantly longer period of time than participating in the completed ICPA, particularly since a competitive bid process has already been completed by Sourcewell. Additionally, the amount of time in the award process is reduced and this method promotes administrative efficiencies and provides cost benefits to the State as it relates to COMAR 21.01.01.03. The State will enter into an IDIQ Requirements type contract, with all State and Local government agencies placing orders against this awarded contract; therefore, the total contract value will be determined by the work orders. However, the estimated spend on the contract is around \$1,000,000, per year. This statewide contract is intended to decrease the occurrence of emergency or small procurements when heavy construction equipment with related attachments and technology are needed.

The Sourcewell contract was awarded February 23, 2023 and was approved for a four (4) year term with one (1) one-year renewal option, at the discretion of Sourcewell. The State of Maryland renewals will be based on the master contract terms and conditions, market research that will be conducted at the time of the renewal and at the discretion of the Sourcewell purchasing officer that issued the Request for Proposal that resulted in the ICPA. Awarding this ICPA will provide a contract for State facilities within the State of Maryland through February 22, 2027 with one (1) potential one-year renewal option.

The solicitation was issued on November 15, 2022, and publicly opened on January 17, 2023. A contract was awarded to John Deere as an authorized vendor. John Deere was determined to be qualified based on their ability to provide an extensive range of heavy construction equipment, related attachments, and technology.

This vendor fully met and complied with all specifications and requirements of the solicitation, in accordance with the evaluation criteria of the RFP.

DGS and other agencies will receive fair and reasonable prices that were competitively bid and the proposed contract pricing meets the requirement of the ICPA under COMAR 21.05.09.01B (2)(a). The percentage off manufacturer pricing ranges between 17% to 43% across twenty three (23) product categories DGS and other entities may purchase from are competitive with heavy construction equipment, related attachments companies of John Deere's size. These discounts are of significant benefit in comparison with similar Heavy Construction Equipment contracts utilized by the State and subsequent jurisdictions. DGS and other agencies may utilize multiple ICPA contracts based on the specific manufacturer requirements of the products and equipment they use. Maintaining multiple contracts is strategically important to avoid inventory depletion when needs arise, ensuring flexibility and continuity of supply.

Therefore, based upon this independent analysis, I have determined that it is in the best interest of the State to participate in this intergovernmental cooperative purchasing agreement and issue an IDIQ contract to John Deere Shared Services, LLC, d/b/a John Deere Construction Retail Sales of Moline, IL as awarded on the Sourcewell contract MA #011723-JDC. This will provide cost benefits to the State, promote administrative efficiencies or promote intergovernmental cooperation, and is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03. Approval from the primary procurement unit head is respectfully requested in accordance with COMAR 21.05.09.05.

Matthew Smith

7/17/2025

Matthew Smith, Procurement Officer, DGS OSP / Date

Allegra Daye

7/18/2025

Allegra Daye, Procurement Supervisor, DGS OSP / Date

RL Johnson

7.31.25

Rod Johnson, Associate Director, DGS OSP / Date

Kareen Davis

08/03/2025

Kareen Davis, Director of Operations, DGS OSP / Date

Linda Dangerfield

Linda Dangerfield (Aug 8, 2025 11:44:39 EDT)

08/08/2025

Linda Dangerfield, Deputy Chief Procurement Officer, DGS OSP / Date

Atif Chaudhry

08/08/2025

Atif Chaudhry, Secretary DGS / Date









DGS OSP ICPA POD for Sourcewell John Deere heavy construction equipment with related attachments and technology


Final Audit Report

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