Form A

PROPOSER QUESTIONNAIRE- General Business Information

*(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on **Form P**)*

Proposer Name: Deere & Company Questionnaire completed by: Collis Jones, Tamara Hebert & Bill Frank

Please identify the person NJPA should correspond with from now through the Award process:

Name: Tamara Hebert E-Mail address: GNSBids@JohnDeere.com

Provide an answer to all questions directly below each question (do not leave blank, mark NA if not applicable) and address all requests made in this RFP. Please supply any applicable supporting information and documentation you feel appropriate in addition to answers entered to the Word document. All information must be typed, organized, and easily understood by evaluators. ***Please use the Microsoft Word document version of this questionnaire to respond to the questions contained herein.***

Company Information & Financial Strength

1) Why did you respond to this RFP?

John Deere Ag & Turf currently holds 2 NJPA contracts (070313-DAC, 031711-DAC) and we have partnered with the NJPA since 2009. Our partnership with the NJPA has proven to be beneficial for us, our dealers and the NJPA Members. John Deere is confident that it can continue to offer an array of products that fall within the scope of this RFP and meet the needs of NJPA Members.

2) What are your company's expectations in the event of an award?

John Deere expects to continue to partner with NJPA as we have since 2009 and provide unmatched products and service to NJPA and its members. We've established good communication and an excellent working relationship with NJPA and we expect this to continue should we be awarded a contract.

3) Provide the full legal name, address, tax identifications number, and telephone number for your business.

Deere & Company
2000 John Deere Run
Cary, NC 27513
Tax ID: 36-2382580
800-358-5010, opt. 2

4) Demonstrate your financial strength and stability. Our 2014 Annual Report is enclosed on CD as part of our proposal.

5) Are you now, or have you ever been the subject of a bankruptcy action? No. Please explain.

6) Provide a brief history of your company that includes your company's core values and business philosophy.

Deere & Company, founded in 1837 (collectively called John Deere), has grown from a one-man blacksmith shop into a corporation that today does business around the world and employs approximately 56,000 people. The company continues to be guided, as it has been since its beginning, by the core values exhibited by its founder: integrity, quality, commitment and innovation. John Deere is the world's leading provider of advanced products and services for agriculture and forestry and a major provider of advanced products and services for construction, lawn and turf care, landscaping and irrigation. John Deere also provides financial services worldwide and manufactures and markets engines used in heavy equipment.

7) How long has your company been in the AGRICULTURAL TRACTORS WITH RELATED EQUIPMENT AND ACCESSORIES industry? John Deere has been involved with the manufacturing of tractors since 1918.

8) Is your organization best described as a manufacturer or a distributor/dealer/re-seller for a manufacturer of the products/equipment and related services being proposed? Manufacturer

   a) If the Proposer is best described as a re-seller, manufacturer aggregate, or distributor, please provide evidence of your authorization as a dealer/re-seller/manufacturer aggregate for the manufacturer of the products/equipment and related services you are proposing. N/A
   b) If the Proposer is best described as a manufacturer, please describe your relationship with your sales/service force and/or Dealer Network in delivering the products/equipment and related services proposed.

      John Deere Company partners with independently owned John Deere dealerships that will deliver and service the products contemplated in this RFP

   c) Are these individuals your employees, or the employees of a third party?

      The individuals will be employees of the independently owned John Deere dealership.

   d) If applicable, is the Dealer Network independent or company owned? Independent

9) Please provide your bond rating, and/or a credit reference from your bank.

   Our 2014 Annual Report is enclosed on CD as proof of Deere's financial strength.

10) Provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held by your organization in pursuit of the commerce and business contemplated by this RFP.

    To the best of our knowledge, Deere & Company maintains all licenses and certifications necessary to conduct its business (e.g. its sale of agricultural equipment) in the United States.

11) Provide a detailed explanation outlining licenses and certifications both required to be held, and actually held, by third parties and sub-contractors to your organization in pursuit of the commerce contemplated by this RFP. If not applicable, please respond with "Not Applicable."

    Not applicable. John Deere partners with independently owned John Deere dealerships.

12) Provide all "Suspension or Disbarment" information as defined and required herein. N/A

13) In addition to the $1.5 million in General Liability and/or in conjunction with umbrella insurance coverage, what level of automobile and workers compensation insurance does your organization currently have? If none, please explain.

    Deere maintains auto liability insurance for its owned, hired and non-owned auto exposures with a limit of liability in the amount of $2,000,000 per accident and workers' compensation insurance coverage for its employees that fulfills statutory requirements.

    John Deere dealers will be delivering, setting up and performing any requested services for equipment sold off the contract resulting from this RFP. John Deere dealerships are independently owned and operated and they are responsible for maintaining their own insurance.

14) Within the RFP category there is potential to be several different sub-categories of solutions; list sub category title/s that best describe your equipment/products, services and supplies.

    Deere & Company does not view its dealers as subcontractors. John Deere dealerships are independently owned and operated. On Deere & Company's behalf, the dealers will essentially be providing Turn-Key Solutions based on the definition of Turn-Key given in the RFP. A single price for equipment/products, delivery, and installation

to a properly operating status will be provided to NJPA Members by the dealer. The dealer will be the Member's equipment expert. John Deere plans to utilize the contract resulting from this RFP to provide agricultural tractors, tractor implements (loaders, rotary cutters, flail mowers, scrapers, etc.), combines, cotton pickers, cotton strippers, hay balers, tilling equipment, sprayers, planters, drills, seeding equipment, ag management solutions and various other attachments.

Industry Requirements &Marketplace Success

15) List and document recent industry awards and recognition.

2014

MOLINE, Illinois (March 20, 2014) – For the eighth consecutive year, Deere & Company has been included on Ethisphere Institute's "World's Most Ethical Companies" list. The research-based Ethisphere Institute is dedicated to the creation, advancement and sharing of best practices in business ethics, corporate social responsibility, anti-corruption and sustainability.

http://www.deere.com/en_US/corporate/our_company/news_and_media/press_releases/2014/corporate/2014march20_corporaterelease.page

MOLINE, Illinois (November 12, 2014) – Deere & Company has been selected 16th on the 2014 Global Top Companies for Leaders list – a comprehensive study that recognizes best-in-class management practices, especially in the area of leadership development.

http://www.deere.com/en_US/corporate/our_company/news_and_media/press_releases/2014/corporate/2014nov12-corporaterelease.page

2013

For the seventh consecutive year, in 2013 Deere & Company was been included on Ethisphere Institute's "World's Most Ethical Companies" list. Ethisphere Institute is dedicated to the creation, advancement and sharing of best practices in business ethics, corporate social responsibility, anti-corruption and sustainability.

http://www.deere.com/wps/dcom/en_US/corporate/our_company/news_and_media/press_releases/2013/corporate/2013mar8_corporaterelease.page

For the fifth consecutive year, Deere & Company has achieved a ranking among Fortune magazine's Top 50 Most Admired Companies. The 2013 listing was announced February 28, 2013. Deere is ranked 40th on the Most Admired list, which is created after an assessment of more than 1,400 companies around the world and a survey of business leaders worldwide.

http://www.deere.com/en_US/corporate/our_company/news_and_media/press_releases/2013/corporate/2013feb28_corporaterelease.page

2012

John Deere 7280R Awarded Tractor of the Year for 2012 at Agritechnica, the World's Largest Indoor Farm Show.

http://www.deere.com/wps/dcom/en_US/corporate/our_company/news_and_media/press_releases/2011/agriculture/2011dec05_7280rtractor.page

16) Supply three references/testimonials from customers of like status to NJPA Members to include Government and Education agencies. Please include the customer's name, contact, and phone number.

Mohave Educational Services Cooperative, Inc.
Nancy Colbaugh – Contract Specialist I
625 E. Beale St
Kingman, AZ 86401
928-718-3228

Kansas Department of Administration
Procurement & Contracts
John Lowe – Procurement Officer
900 SW Jackson St, Rm 451 South
Topeka, KS 66612
785-296-3126

Texas Association of School Boards (TASB) / BuyBoard
Connie Burkett – Contract Administrator
P.O. Box 400
Austin, TX 78767-0400
800-695-2919, ext. 7152

17) Provide a list of your top 5 Government and/or Education customers (entity name is optional) including: entity type, the state the entity is located in, scope of the project/s, size of transaction/s and dollar volumes from the past 3 fiscal years.

Total sales by contract for each John Deere fiscal year are shown below:

Federal contracts: FY12 ($22M); FY13 ($20.5M); FY14 ($27.3M)

State of Oklahoma: FY12 ($12.8M); FY13 ($12.3M); FY14 ($10.8M)

State of Ohio STS: FY12 ($13.3M); FY13 ($16.4M); FY14 ($22.1M)

National Purchasing Partners (NPP): FY12 ($3.3M); FY13 ($12M); FY14 ($6.5M)

State of Michigan: FY12 ($4M); FY13 ($8.8M); FY14 ($8.8M)

Contact Information
Contracting Officer
General Services Administration **(GSA)**
Automotive Center
1800F Street NW
Washington, DC 20405
Ag Tractor Contract #GS-30F-0007T

Contracting Officer
General Service Administration **(GSA)**
GSA GAS 3QSAC
20 N 8th St., Room 1029
Philadelphia, PA 19107
UV Contract #GS-07F-9670S

Contracting Officer
U.S. General Services Administration **(GSA)**
1500 E. Bannister Rd – Rm. SBE16-1

Kansas City, MO 64131
L&G Contract #GS-06F-0083S

Oklahoma:
Office of Management & Enterprise Services
Central Purchasing Division
Joyce Leivas
Will Rodgers Bldg, Suite 116
2401 N. Lincoln
Oklahoma City, OK 73105
405-521-2479

Ohio:
DAS-Office of Procurement Services
Terri Villavicencio
4200 Surface Rd
Columbus, OH 43228

NPP:
National Purchasing Partners, LLC.
Molly Deter
PO Box 66911
St. Louis, MO 63166

MI:
Procurement
DTMB – Procurement
Yvon M. Dufour - Buyer
Constitution Hall, 1st Floor – North East
525 W. Allegan
P.O. Box 30026
Lansing, MI 48933
Office: 517-284-6996

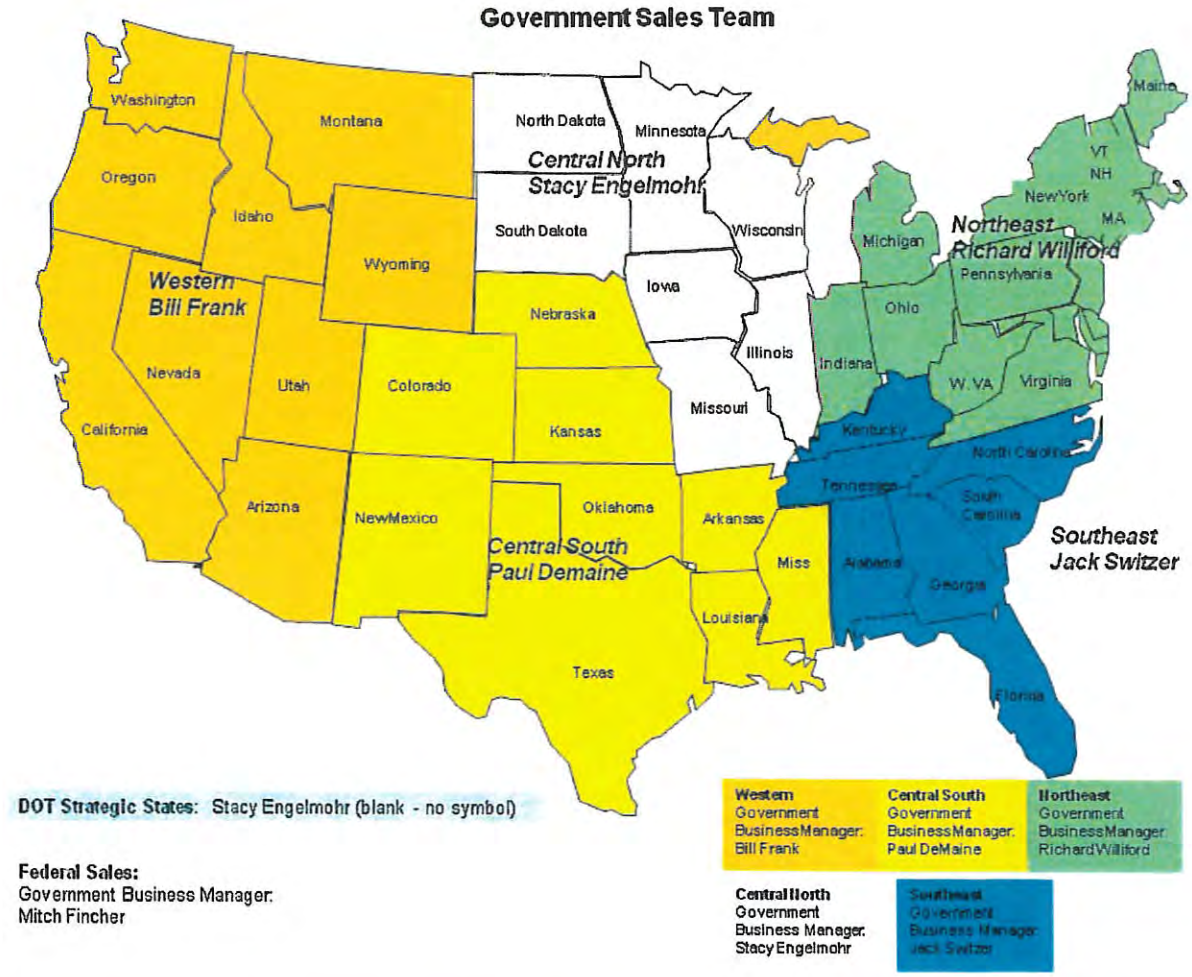
18) What percentages of your current (within the past three (3) fiscal years) national sales are to the government and education verticals? Indicate government and education verticals individually.

Our sales history can't easily be dissected to a level low enough to separate sales based on government, schools and non-profit agencies. Total sales volume for all state and cooperative contracts for fiscal year 2014 was $193M.

Proposer's Ability to Sell and Deliver Service Nationwide

19) Please describe your company sales force in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale and services of the equipment/products contemplated in this RFP?

John Deere has a dedicated governmental sales department, based out of Cary, NC, that focuses 100% of their time on the sales and processing of agricultural and turf equipment to governmental and other public agencies. We have a total of 6 Government Business Managers, one of which is dedicated strictly to federal sales. The 5 remaining Government Business Managers are ultimately responsible for state governmental sales in their respective geographies, dedicating 100% of their time to growing the John Deere governmental sales business. See map below for a representation of the geographic dispersion of the 5 government business managers responsible for state sales.



The government business managers develop relationships and understand the equipment needs of federal purchasing agents, state purchasing agents and state fleet administrators, i.e. Department of Transportation, Department of Natural Resources. The government business managers also work with John Deere dealers to provide training and a greater understanding of the selling process. The John Deere dealer is ultimately responsible for delivering and supporting the equipment. In relation to the potential NJPA Agricultural Equipment Contract, the government business managers would promote the contract to state purchasing agents and state fleet administrators, who either do not have their own state purchasing contract or have product gaps in their contracts.

20) Please describe your dedicated dealer network and number of individual sales force within your dealer network in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sales distribution and delivery of your equipment/products and related services contemplated in this RFP?

John Deere provides more than tough, reliable, easy-to-use equipment that keeps operators safe, productive, and on-schedule; it includes a nationwide dealer network offering best-in-class parts, service, and support. We know the government landscape and make everything easy, from the initial purchase to service and support. The John Deere dealer network, with over 2,000 locations nationwide, would be responsible for servicing the equipment sold to the Members of the NJPA. While each independently owned dealer differs in their attention focused on the sale of the products and services contemplated in this RFP, a combination of after-hours service (varies by dealer), online support (online parts ordering system), and dealer dedication gives Members the service needed to avoid costly downtime. The John Deere parts ordering system, available to all dealers, gives Members the parts they need anytime, with more than 375,000 parts in stock and ready to ship fast and overnight, if needed. Most dealers offer some form of mobile maintenance service which provides convenient, on-site service. Technicians are factory-trained on the service and support of the products contemplated in this RFP.

21) Please describe your dedicated company service force or dedicated network in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale of the equipment/products and related services contemplated in this RFP?

John Deere provides reliable, easy-to-use equipment that keeps operators safe, productive, and on-schedule; it includes a nationwide dealer network offering best-in-class parts, service, and support. We know the government landscape and make everything easy, from the initial purchase to service and support. The John Deere dealer network, with over 2,000 locations nationwide, would be responsible for servicing the equipment sold to the members of the NJPA. While each independently owned dealer differs in their attention focused on the sale of the products and services contemplated in this RFP, a combination of after-hours service (varies by dealer), online support (online parts ordering system), and dealer dedication gives members the service needed to avoid costly downtime. The John Deere parts ordering system, available to all dealers, gives members the parts they need anytime, with more than 375,000 parts in stock, ready to ship overnight, if needed. Most dealers also offer some form of mobile maintenance service, which provides on-site service. Dealer technicians are factory-trained on the service and support of the products contemplated in this RFP.

John Deere also has an entire department of approximately 30 people dedicated to government sales. This includes an Order Management Team, who audits and processes every PO, and contract administrators, who ensure contract compliance is maintained.

22) Please describe your dedicated dealer service force or network in terms of numbers geographic dispersion, and the proportion of their attention focused on the sale of the equipment/products and related services contemplated in this RFP? Additionally, please describe any applicable road service and do they offer the ability to service customers at the customer's location?

The John Deere dealer network, with over 2,000 locations nationwide, would be responsible for servicing the equipment sold to the members of the NJPA. While each independently owned dealer differs in their attention focused on the sale of the products and services contemplated in this RFP, a combination of after-hours service (varies by dealer), online support (online parts ordering system), and dealer dedication gives members the service needed to avoid costly downtime. The John Deere parts ordering system, available to all dealers, gives members the parts they need anytime, with more than 375,000 parts in stock ready to ship fast and overnight, if needed. Most dealers offer some form of mobile maintenance service which provides convenient, on-site service. Technicians are factory-trained on the service and support of the products contemplated in this RFP.

23) Describe in detail your customer service program regarding process and procedure. Please include, where appropriate, response time capabilities and commitments as a part of this RFP response and awarded contract.

As stated above, the support of equipment ultimately takes place through the John Deere dealer network. While customer service inevitably varies within the dealer network, the consistent training that is offered by John Deere Company to dealer technicians and parts personnel throughout the United States helps provide each agency with a similar customer experience. Should there be a need for equipment service, it will be the NJPA Member's responsibility to contact the delivering dealer for service. The Member can also work with other dealers if necessary, as warranty and service work can be performed by any authorized John Deere dealer. In the event of service issues that cannot be solved by the John Deere dealer, the dealer works with John Deere's dealer technical assistance center for elevated support. This process is typically transparent to the customer.

24) Identify any geographic areas or NJPA market segments of the United States you will NOT be fully serving through the proposed contract.

John Deere plans to serve the following governmental and educational agencies utilizing the contract discounts proposed in this RFP: state, city, county, municipal, local tax-supported governmental agencies, turnpikes, airports, housing authorities, electric cooperatives, water cooperatives, K-12 public school systems, public and private higher education facilities such as colleges and universities, museums, libraries and volunteer fire departments.

Other non-profit NJPA Members will also be able to have their equipment needs met by purchasing directly from our dealers utilizing the community service discount we already have in place for such entities.

25) Identify any of NJPA Member segments or defined NJPA verticals you will NOT be offering and promoting an awarded contract to? (Government, Education, Non-profit)

John Deere will NOT be offering and promoting an awarded contract to non-profit NJPA Members that do not fall under one of the government funded categories listed in Question 24. However, these types of non-profit NJPA Members will be able to have their equipment needs met by purchasing directly from our dealers utilizing the community service discount we already have in place for such entities.

26) Define any specific requirements or restrictions as it applies to our members located off shores such as Hawaii and Alaska and the US Islands. Address your off shore shipping program on the Pricing form P of this document.

As far as offshore shipping, John Deere will only ship to Alaska and Hawaii. For deliveries to Alaska or Hawaii, factory freight to the delivering dealer will be paid by the NJPA Member. The equipment will be FOB origin. Factory freight is known at the time of quoting, and will be included on the quote to the NJPA member. For all other deliveries within the continental US, the equipment will be FOB destination (the NJPA member will NOT be charged factory freight to the delivering dealer).

The dealer may charge $4.00 per loaded mile to deliver equipment from the dealership to the agency's location (charge should be clearly indicated on agency purchase order or quote). This applies to all 50 states. Ordering agency may use the dealer for delivery, may pick-up the equipment, or may contract for delivery with anyone it chooses.

Marketing Plan

27) Describe your contract sales training program to your sales management, dealer network and/or direct sales teams relating to a NJPA awarded contract.

Should we be awarded a contract to sell the products contemplated in this RFP, we will follow the same process we use for the two NJPA contracts we currently hold. We will first communicate the contract award via a standardized internal procedure. This process includes an email announcement to all John Deere dealers that explains the award and then directs them to an internal website that provides greater information on contract pricing, eligible customers, dealer compensation, etc. The John Deere Government Business Managers will work closely (through individual and regional training events and regular dealer visits) with dealers in geographies that lack a state contract or have product gaps to help them understand the NJPA contract benefits and eligible customers.

28) Describe how you would market/promote an NJPA Contract nationally to ensure success.

As described in question 19, John Deere has a dedicated department that focuses 100% of its time on sales of agricultural and turf equipment to governmental and other public agencies. Should John Deere be awarded a contract to sell the products contemplated in this RFP, we would first communicate the contract award via a standardized internal procedure. This process includes an email to all John Deere dealers that explains the contract award and then directs them to an internal website that provides detailed information on contract pricing, eligible customers, dealer compensation, etc. The John Deere Government Business Managers would work closely (through individual and regional training events and regular dealer visits) with dealers in geographies that lack a state contract or have product gaps to help the dealers understand the NJPA contract benefits and eligible customers. The Government Business Managers would also discuss the contract with key state fleet administrators who've expressed an interest or who offer great sales potential due to limited state contracts. John Deere would also attend regional and state government shows.

29) Describe your marketing material, and overall marketing ability, relating to promoting this type of partnership and contract opportunity. Please send a few representative samples of your marketing materials in electronic format.

John Deere currently uses several forms of marketing to target the governmental and public customer segment:

- We've created a website where we prominently advertise the cooperative contracts we currently hold.
    - http://www.deere.com/wps/dcom/en_US/industry/governmental_and_related_businesses/cooperative_purchasing/cooperative_purchasing.page?
- Each year, the company produces a purchasing guide for government equipment, which includes landscape equipment such as mowers, compact tractors and utility vehicles. This purchasing guide, available in both print and electronic (CD) format, is used by the John Deere dealer network to promote the products contemplated in this RFP. We have included a copy of the 2014 Government Equipment Purchasing Guide in CD format for your review.
- John Deere provides templates online for dealers to create their own mailings to promote products to governmental and public agencies.
- John Deere also prints detailed marketing brochures for the products being contemplated in this RFP. This literature is made available to dealers and includes features and benefits and equipment specifications.
    - We've also enclosed a hard copy of our new "quad-fold" brochure that features NJPA.

30) Describe your use of technology and the internet to provide marketing and ensure national contract awareness.

JohnDeere.com provides detailed product information for the products being contemplated in this RFP. Customers are able to view information on product features, specifications, and accessories. Utilizing JohnDeere.com, NJPA members would be able to "build-their-own" product. Customers choose the product category and subsequent product options to configure their desired piece of equipment. Manufacturer's Suggested Retail List Price is shown. The website will not show the NJPA contract discount, but if the NJPA member knows the discount on the particular product category, they will be able to determine their purchase price. See the attached links for examples of product information and "build-your-own" available through JohnDeere.com.

Product Information

http://www.deere.com/en_US/industry/agriculture/agriculture.page

Build-your-own

http://configurator.deere.com/servlet/com.deere.u90947.eproducts.view.servlets.EProductsInitializationServlet?userAction=&sbu=AG&lang=en&country=us

31) Describe your perception of NJPA's role in marketing the contract and your contracted products/equipment and related services.

NJPA will play a key role in working with and supporting the John Deere Government Business Managers, by helping the Business Managers promote the NJPA contract and recognize key opportunities in states that show a willingness to adopt NJPA. Conference calls and/or webinars with the John Deere Government Business Managers will be a valuable tool. Because the Business Managers have a strong relationship with the John Deere dealers, the business managers will help the dealers understand the contract and market it in their particular areas. The business managers will help the John Deere dealers understand the steps necessary to sign up new NJPA members as well. Furthermore, in certain geographies, webinars could be used to help John Deere dealers understand the NJPA contract. These opportunities would typically be initiated by John Deere and considered on an individual basis depending on the needs of a particular region.

32) Describe in detail any unique marketing techniques and methods as a part of your proposal that would separate you from other companies in your industry.

Our six Government Business Managers are dedicated full time to serving the public sector and leveraging opportunities. These managers personally train John Deere dealer salespeople on outreach and all other public sector keys to success.

33) Describe your company's Senior Management level commitment with regards to embracement, promoting, supporting and managing a resultant NJPA awarded contract.

Senior Management is very committed to supporting this potential contract. If it wasn't for Senior Management's commitment, the success we've had with our two current NJPA contracts would not exist today nor would the relationships we've developed with both NJPA and its members. Our history speaks for itself.

34) Do you view your products/equipment applicable to an E-procurement ordering process? Yes and No.
____ Yes ____ No

a) If yes, describe examples of E-procurement system/s or electronic marketplace solutions that your products/equipment was available through. Demonstrate the success of government and educations customers to ordering through E-procurement.

We currently use E-procurement systems in North Carolina and Virginia (eVA) because we are contractually required to do so. The system does provide the state a constant record of sales activity, but administratively, E-procurement is not a seamless process for us. When it comes to John Deere equipment, there are thousands upon thousands of configurations. Because Deere's price pages are in pdf format, we can't just simply upload the pricing into the E-procurement systems. We have to manually construct base machines by model and enter them individually. Doing it this way means the agency is not getting the complete picture of what we have available. They're only getting a "sample". For the most part, agencies still feel most comfortable with working directly with the dealer to ensure they're getting equipment that will best suit their needs.

35) Please describe how you will communicate your NJPA pricing and pricing strategy to your sales force nationally?

Please see #32 above. Additionally, all facets of our pricing strategy are clearly stated for our sales force (John Deere dealers) within our dealer-accessed website that is dedicated to the public sector. Contract information (pricing, discounts, guidelines, etc.) is also posted on our website for the dealers.

Other Cooperative Procurement Contracts

36) Describe your level of experience with national, state and local cooperative contracts.

John Deere currently holds over 90 state and/or other cooperative contracts within the United States.

37) What is the annual dollar sales volume generated through each of the contract(s) identified in your answer to the previous question.

Total sales volume for all state and cooperative contracts for fiscal year 2014 was $193,110,788.

38) Identify any GSA Contracts held or utilized by the Proposer.

GS-06F-0083S (Lawn and Garden Equipment)
GS-07F-9670S (Utility Vehicles)
GS-30F-0007T (Agricultural Equipment)

39) What is the annual combined dollar sales volume for each of these contracts?

GS-06F-0083S (Lawn and Garden Equipment) – FY2014 $4.3M
GS-07F-9670S (Utility Vehicles) – FY2014 $3.2M
GS-30F-0007T (Agricultural Equipment) – FY2014 $3.8M

40) If you are awarded the NJPA contract, are there any market segments or verticals (e.g., higher education, K-12 local governments, non-profits etc.) or geographical markets where the NJPA contract will not be your primary contract purchasing vehicle? If so, please identify those markets and which cooperative purchasing agreement will be your primary vehicle.

John Deere currently holds over 90 state and/or other cooperative contracts within the United States. There are some geographical markets that have historically utilized local and or State contracts. However, we have and will continue to offer NJPA as a viable alternative to those contracts in all of those markets.

41) How would you leverage an NJPA awarded contract in your sales process?

We plan to especially promote the NJPA contract in those states where we have no state contract presence and in those states where the contracts we hold don't offer our full line of products. This has worked very well for us and NJPA in the past.

42) Identify a proposed administrative fee payable to NJPA for facilitation, management and promotion of the NJPA contract, should you be awarded. This fee is typically calculated as a percentage of Contract sales and not a line item addition to the customers cost of goods.

The proposed administrative fee payable to NJPA is 1%.

Value Added

43) If applicable, describe any product/equipment training programs available as options for NJPA members. If applicable, do you offer equipment operator training as well as maintenance training? ____ Yes __X__ No

The John Deere dealer is ultimately responsible for delivering and supporting the equipment. However, any NJPA member will be allowed and encouraged to call the John Deere governmental sales direct toll-free number (800-358-5010, option 2) for assistance with locating their nearest dealer. John Deere does offer distance-learning classes on the operation and adjustment of equipment for certain products. To date, this has primarily been for larger equipment, targeted at farm customers. Many John Deere dealers offer local training, which is at the discretion of the dealer.

44) Is this training standard as a part of a purchase or optional?

Training is not part of the purchase and will be negotiated between the dealer and the NJPA Member.

45) Describe current technological advances your proposed equipment/products and related services offer.

Technology is at the heart of business innovation and John Deere utilizes the latest software and technological breakthroughs in providing customers with state-of-the-art products and services. John Deere prides itself on developing products with cutting edge technology. Several examples of a technological initiative that will provide a major competitive advantage and continued industry leadership position to John Deere are listed below:

John Deere FarmSight – a new equipment information management strategy for farm and business needs. There are 3 ways that FarmSight can help improve a farm's productivity and profitability: 1) Machine Optimization allows one to easily manage equipment maintenance and monitor fuel levels, service needs and diagnostic codes. 2) Logistics Optimization lets you track your equipment from anywhere you have a wireless connection, provide operators with maps and directions to save time. 3)Ag Decision Support helps you respond to changing conditions and manage risk with easily accessed, timely information about your operation. The John Deere dealer can also

monitor selected equipment so they can respond more quickly. Geofences and equipment curfews can be created to help keep your fleet secure.

Our tractor cabs feature a modular cab design and were specifically designed to provide operator protection, tight fit, and a quiet environment. This was achieved by a rigid frame of high-strength steel for roll-over protection. The doors, panels, and glass have a precise fit to eliminate gaps or areas where insects, dust, dirt, or moisture could penetrate. To eliminate vibrations to the cab, both the engine and the cab are mounted on rubber isolation mounts. These features ensure a clean and quiet cab environment.

46) Describe your "Green" program as it relates to your company, your products/equipment, and your recycling program, including a list of all green products accompanied by the certifying agency for each (if applicable).

John Deere Company promotes the use of recycled materials in the production of our products without sacrificing performance or quality. John Deere tractors are primarily composed of cast iron and steel; the cast iron is virtually all post consumer material. When possible, John Deere uses returnable shipping crates for smaller equipment that is reused, to reduce waste from wood-crating. Most suppliers are encouraged to use returnable containers as well. John Deere diesel tractors with engines manufactured by John Deere Power Systems (most tractors) are factory-filled with 2% blends (B2) of biodiesel. While up to 5 percent blends (B5) are preferred for in-field use, biodiesel concentrations up to a 20% blend (B20) in petroleum diesel fuel can be used in John Deere engines through Tier 3/Stage III A models, including all non-emissions-certified engines. Biodiesel blends up to B20 can be used only if the biodiesel (100% biodiesel or B100) meets ASTM D6751 (U.S.), EN 14214 (EU) or equivalent specification. We've attached a biodiesel fuel brochure.

47) Describe any Women or Minority Business Entity (WMBE) or Small Business Entity (SBE) accreditations and the general minority and small business program of your organization as it relates to a Contract resulting from this RFP.

See enclosed letter from CEO demonstrating our commitment to diversity.

48) Identify any other unique or custom value added attributes of your company or your products/equipment or related services. What makes your proposed solutions unique in your industry as it applies to NJPA members?

John Deere's founder was best known for his work with the first commercially successful plow. And so it is today that we're perhaps best known for our quality agricultural equipment. The world's leading manufacturer of farm equipment, as a matter of fact. We also take the lead worldwide in building forestry. We're a major force in construction equipment. And John Deere Financial is one of the largest equipment finance companies.

Valuable Extras

- Dealers with more than 10,000 factory-trained technicians
- Genuine John Deere Parts - Highest-quality parts for the highest-quality equipment
- ServiceADVISOR™ - Unique diagnostic technology provides John Deere service technicians with fast, on-the-spot troubleshooting solutions
- Exclusive PowerGard™ Maintenance - Reduce the risk of downtime and cut maintenance and repair costs with John Deere PowerGard Maintenance and Protection Plans
- Mobile Customer Support - When every minute counts, John Deere know-how is just a phone call away

FLASH™ or FLASH+™ - Exclusive ordering systems offer unmatched parts availability

49) Other than what you have already demonstrated or described, what separates your company, your products/equipment and related services from your competition?

Lower input costs for our tractors....By incorporating diesel particulate filter (DPF) and selective catalytic reduction (SCR) technology prior to using diesel exhaust fluid (DEF) to meet Final Tier 4 (FT4) requirements, a low amount of DEF fluid is actually needed as the DEF usage is only 1-3%. With extension of the engine oil interval from 500 hours up to 750 hours, that equates to fewer oil changes throughout the life of the tractor and lowers maintenance costs.

The full frame design of our tractors provides superior support. The strong steel frame has been a John Deere industry exclusive since 1992, providing profound advantages over competitor solutions. Some of the advantages offered by the design are: 1) the full frame carries the load while the powertrain transmits engine power to the final drive. This reduces stress on mechanical components thus improving uptime and reducing costs of operation. 2) Achieves higher payloads without increasing tractor weight, thus increasing productivity. 3) Higher power density is delivered by separating the load carrying components from the power transmitting components, allowing optimized designs and operator performance.

One can improve the performance, uptime, and cost of operation by using the machine information available on JDLink. JDLink is the John Deere telematics system designed for operators and managers who desire to take their operation to the next level of productivity and efficiency without leaving the office. Whether it is receiving an e-mail or text message, users can manage a tractor's operation in real-time without being in the cab. JDLink information is accessible from a laptop, desk top or mobile device.

50) Identify and describe any service contract options included in the proposal, or offered as a proposed option, for the products/equipment being offered.

Service contracts are not being offered as part of the bid. NJPA Members are eligible to purchase John Deere's extended warranty (PowerGard Protection Plan), which covers failures due to defective materials or original workmanship at the conclusion of the factory warranty. PowerGard Protection is available for purchase from John Deere dealers on most models, but it is not discounted as part of this bid.

51) Identify your ability and willingness to offer an awarded contract to qualifying member agencies in Canada specifically and internationally in general.

John Deere will not service Canada or any other international geography via the contemplated NJPA contract. The John Deere dealer business model in Canada is not yet conducive to the requirements of this RFP unlike the U.S. dealer business model. We hope in the near future that Deere's Canadian dealers will be able to take full advantage of what the NJPA contract has to offer.

52) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Our vast dealer network allows John Deere to service customers' needs across the U.S.

Valuable Extras

- Dealers with more than 10,000 factory-trained technicians
- Genuine John Deere Parts - Highest-quality parts for the highest-quality equipment
- ServiceADVISOR™ - Unique diagnostic technology provides John Deere service technicians with fast, on-the-spot troubleshooting solutions
- Exclusive PowerGard™ Maintenance - Reduce the risk of downtime and cut maintenance and repair costs with John Deere PowerGard Maintenance and Protection Plans
- Mobile Customer Support - When every minute counts, John Deere know-how is just a phone call away

FLASH™ or FLASH+™ - Exclusive ordering systems offer unmatched parts availability

NOTE: Questions regarding Payment Terms, Warranty, Products/Equipment/Services, Pricing and Delivery, and Industry Specific Items are addressed on <u>Form P.</u>

Signature: _____ Date: 2/6/15

Form B

PROPOSER INFORMATION

Company Name: Deere & Company

Address: 2000 John Deere Run

City/State/Zip: Cary, NC 27513

Phone: 800-358-5010, opt. 2 Fax: 309-749-2313

Toll Free Number: 800-358-5010, opt. 2 E-mail: GNSBids@JohnDeere.com

Web site: www.johndeere.com

Voids sometimes exist between management (those who respond to RFPs) and sales staff (those who contact NJPA Members) that result in communication problems. Due to this fact, provide the names of your key sales people, phone numbers, and geographic territories for which they are responsible

COMPANY PERSONNEL CONTACTS

Authorized Signer for your organization*:

Name: Collis Jones

Email: GNSBids@JohnDeere.com Phone: 800-358-5010, ext. 3067

* By executing Form F, the "Proposer's Assurance of Compliance," you are certifying this person identified here has their authorization to sign on behalf of your organization:

Author of your proposal response

Name: Tamara Hebert Title: Contract Administrator

Email: GNSBids@JohnDeere.com Phone: 800-358-5010, ext. 2862

Your Primary Contact person regarding your proposal:

Name: Tamara Hebert Title: Contract Administrator

Email: GNSBids@JohnDeere.com Phone: 800-358-5010, ext. 2862

Other important contact information:

(Purchase Orders)

Name: Order Management Group Title:

Email: GNSShared@JohnDeere.com Phone: 800-358-5010, opt. 2
fax: 309-749-2313

Name: Accounting (Remittance) Title:

Email: GNSAcctg@JohnDeere.com Phone: 800-358-5010, opt. 1
fax: 309-749-2061

Form C

EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS AND SOLUTIONS REQUEST

Company Name: Deere & Company

Note: **Original must be signed** and inserted in the inside front cover pouch.

Any exceptions to the Terms, Conditions, Specifications, or Proposal Forms contained herein shall be noted in writing and included with the proposal submittal. Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA and may or may not be included in the final contract. NJPA may clarify exceptions listed here and document the results of those clarifications in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
N/A			

Proposer's Signature: Tamara Hebert **Date:** 2-13-2015

NJPA's clarification on exception/s listed above:

LEGAL Initials 3/2/15 Date

Contract Award
RFP 021815 #

FORM D

Formal Offering of Proposal
(To be completed Only by Proposer)

AGRICULTURAL TRACTORS WITH RELATED EQUIPMENT AND ACCESSORIES

In compliance with the Request for Proposal (RFP) for AGRICULTURAL TRACTORS WITH RELATED EQUIPMENT AND ACCESSORIES the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby propose, fully commit and agree to furnish the defined equipment/products and related services in full compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they accept the full responsibility as the sole source of responsibility of the proposed response herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this proposal is the sole responsibility of the Proposer.

Company Name: Deere & Company Date: 2-6-2015

Company Address: 2000 John Deere Run

City: Cary State: NC Zip: 27513

Contact Person: Collis Jones Title: Manager Government Sales

Authorized Signature (ink only): Collis Jones Collis Jones
(Name printed or typed)

Form E

Contract Acceptance and Award

(To be completed only by NJPA)

NJPA 021815# AGRICULTURAL TRACTORS WITH RELATED EQUIPMENT AND ACCESSORIES

Deere & Company
Proposer's full legal name

Your proposal is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined product/equipment and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your Response, and any exceptions accepted or rejected by NJPA on Form C.

The effective start date of the Contract will be March 17, 20 15 and continue for four years from the board award date. This contract has the consideration of a fifth year renewal option at the discretion of NJPA.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature: _____ Dr. Chad Coauette
NJPA Executive Director (Name printed or typed)

Awarded this 17th day of March, 20 15 **NJPA Contract Number 021815-DAC**

NJPA Authorized signature: _____ Scott Verner
NJPA Board Member (Name printed or typed)

Executed this 17th day of March, 20 15 **NJPA Contract Number 021815-DAC**

Proposer hereby accepts contract award including all accepted exceptions and NJPA clarifications identified on FORM C.

Vendor Name Deere & Company

Vendor Authorized signature: _____ Collis Jones
(Name printed or typed)

Title: Manager, Government Sales

Executed this 30th day of March, 20 15 **NJPA Contract Number 021815-DAC**

Form F

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, representing the persons, firms and corporations joining in the submission of the foregoing proposal (such persons, firms and corporations hereinafter being referred to as the "Proposer"), being duly sworn on his/her oath, states to the best of his/her belief and knowledge:

1. The undersigned certifies the Proposer is submitting their proposal under their true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, that the Proposer possesses, or will possess prior to the delivery of any equipment/products and related services, all applicable licenses necessary for such delivery to NJPA members agencies nationally, and that they are authorized to act on behalf of, and encumber the "Proposer" in this Contract; and

2. To the best of my knowledge, no Proposer or Potential Proposer, nor any person duly representing the same, has directly or indirectly entered into any agreement or arrangement with any other Proposers, Potential Proposers, any official or employee of the NJPA, or any person, firm or corporation under contract with the NJPA in an effort to influence either the offering or non-offering of certain prices, terms, and conditions relating to this RFP which tends to, or does, lessen or destroy free competition of the Contract sought for by this RFP; and

3. The Proposer or any person on his/her behalf, has not agreed, connived or colluded to produce a deceptive show of competition in the manner of the proposal or award of the referenced contract; and

4. Neither the Proposer nor any officer, director, partner, member or associate of the Proposer, nor any of its employees directly involved in obtaining contracts with the NJPA or any subdivision of the NJPA, has been convicted of false pretenses, attempted false pretenses or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985; and

5. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the proposal submittal; and

6. If awarded a contract, the Proposer will provide the equipment/products and/or services to qualifying members of the NJPA in accordance with the terms, conditions, scope of this RFP, Proposer offered specifications and other documents of this solicitation; and

7. The undersigned, being familiar with and understand the expectations requested and outlined in this RFP under consideration, hereby proposes to deliver through valid requests, Purchase Orders or other acceptable forms ordering and procurement by NJPA Members. Unless otherwise indicated, requested and agreed to on a valid purchase order per this RFP, only new, unused and first quality equipment/products and related services are to be transacted with NJPA Members relating to an awarded contract; and

8. The Proposer has carefully checked the accuracy of all proposed products/equipment and related services and listed total price per unit of purchase in this proposal to include shipping and delivery considerations. In addition, the Proposer accepts all general terms and conditions of this RFP, including all responsibilities of commitment as outlined and proposed; and

By signing below, Proposer is acknowledging that he or she has read, understands and agrees to comply with the terms and conditions specified above.

Company Name: Deere & Company

Contact Person for Questions: Collis Jones or Tamara Hebert

(Must be individual who is responsible for filling out this Proposer's Response form)

Address: 2000 John Deere Run

City/State/Zip: Cary, NC 27513

Telephone Number: 800-358-5010, opt. 2 Fax Number: 309-749-2313

E-mail Address: GNSBids@JohnDeere.com

Authorized Signature: Collis Jones

Authorized Name (typed): Collis Jones

Title: Manager Government Sales

Date: 2-6-2015

Notarized

Teresa R Jones
Notary Public
Durham County
North Carolina
My Commission Expires 17Feb2015

Subscribed and sworn to before me this 6th day of February, 20 15

Notary Public in and for the County of Durham State of NC

My commission expires: 17 Feb 2015

Signature: Teresa R. Jones

Form P

PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products/Equipment/Services, Pricing and Delivery, Industry Specific

Proposer Name: Deere & Company

Questionnaire completed by: Collis Jones & Tamara Hebert

Payment Terms and Financing Options

1) Identify your payment terms if applicable. (Net 30, etc.). Our payment terms are Net 30.

2) Identify any applicable leasing or other financing options as defined herein.

   John Deere offers financing and leasing options through John Deere Credit. The John Deere Municipal Lease Purchase Plan is a special low-rate financing plan that is designed to provide flexibility of leasing while building equity toward ownership of the John Deere equipment. Any state or local government body or their political subdivisions having the power to tax may be eligible for the John Deere Municipal Lease Purchase Plan, subject to approval. John Deere Credit also offers other leasing and financing options for governmental, educational, and non-profit entities, subject to approval.

3) Briefly describe your proposed order process for this proposal and contract award. (Note: order process may be modified or refined during an NJPA member's final Contract phase process).
   a. Please specify if you will be including your dealer network in this proposal. If so, please specify how involved they will be. (For example, will he Dealer accept the P.O.?), and how are we to verify the specific dealer is part of your network?

   The RFP process will follow a Business-to-Government order process. Our dealer network will be quoting equipment, accepting POs, delivering and servicing the equipment. The NJPA Member or John Deere dealer will submit a purchase order to John Deere for processing, noting the NJPA contract number on the PO and the Member's preferred delivering dealer. John Deere will invoice the Member upon delivery of the product. The equipment will be delivered by the designated dealer. NJPA will be able to verify a specific dealer as part of the John Deere dealer network by using the "Dealer Locator" link that can be found at the top of page found at the following url: http://www.deere.com/en_US/regional_home.page

4) Do you accept the P-card procurement and payment process? John Deere prefers to not accept p-card/credit payments.

Warranty

5) Describe, in detail, your Manufacture Warranty Program including conditions and requirements to qualify, claims procedure, and overall structure.

   See enclosed warranty statement. The John Deere dealer will handle any warranty claims.

6) Do all warranties cover all products/equipment parts and labor?

   See paragraph A of the attached warranty statement.

7) Do warranties impose usage limit restrictions?

   Per the attached warranty statement paragraph B, the warranty term (time period and usage limits) varies by product.

8) Do warranties cover the expense of technicians travel time and mileage to perform warranty repairs?

Per the attached warranty statement paragraph A, the purchaser will be responsible for any service call and/or transportation of equipment to and from the authorized dealer's place of business (except where prohibited by law), for any premium charged for overtime labor requested by the purchaser and for any service and/or maintenance not directly related to any defect covered under these warranties.

9) Please list any other limitations or circumstances that would not be covered under your warranty.

In addition to the information in the attached warranty statement, product warranty is tied to the specific region where a machine was originally marketed, and does not follow the unit if it migrates from one area to another. For example, an authorized John Deere dealer in the U.S. can complete warranty repairs only on a product that was originally marketed within the U.S.

10) Please list any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs. How will NJPA Members in these regions be provided service for warranty repair?

The John Deere dealer network is able to service equipment throughout the United States.

Equipment/Product/Services, Pricing, and Delivery

11) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

John Deere is responding to this RFP with a complete product offering for ag tractors, implements and related equipment. The products include:

- Large frame agricultural tractors and attachments
- Material handling attachments (tractor loaders, flail mowers, scrapers, shredders, backhoes)
- Rotary cutters
- Combines
- Cotton
- Hay & Forage (balers, disk mowers, etc.)
- Tillage (plows, harrows, etc.)
- Planting & Seeding (planters, drills, air seeders)
- Self propelled sprayers
- Ag Management Solutions
- Frontier implements and attachments

12) Provide a general narrative description of your pricing model identifying how the model works (line item and/or published catalog percentage discount).

We are offering a percentage discount off list price by product category. The discount will apply to base models and options within a price book section/category that lists a dollar value ("see parts" and "in catalog" items not included). A schedule of discounts offered is attached (see file titled "PRICE SCHEDULE.xls"). Although price pages are included with the bid, please be aware that discounts will be calculated based on current pricing at the time an agency requests the quote and will be valid for 30 days.

13) Please quantify the discount range presented in this response pricing as a percentage discount from MSRP/published list. The discount range presented in our RFP 4-23% off MSRP.

14) Provide an overall proposed statement of method of pricing for individual line items, percentage discount off published product/equipment catalogs and/or category pricing percentage discount with regard to all equipment/products and related services and being proposed. Provide a SKU number for each item being proposed.

We are offering a percentage discount off list price by product category. The discount will apply to base models and options within a price book section/category that lists a dollar value ("see parts" and "in catalog" items not included). A schedule of discounts offered is attached (see file titled "PRICE SCHEDULE.xls"). Although price pages are included with the bid, please be aware that discounts will be calculated based on current pricing at the time an agency requests the quote and will be valid for 30 days.

15) Propose a strategy, process, and specific method of facilitating "Sourced Equipment/Products and/or related Services" (AKA, "Open Market" items or "Non-Standard Options").

John Deere can certainly offer "Sourced Goods" to NJPA Members. What NJPA calls "Sourced Goods", John Deere calls non-contract items and allied items. We define non-contract as John Deere items that are not on contract (like parts and catalog items that say "See Parts" or "See Catalog" in our price pages). Allied equipment is defined as non-John Deere equipment (ex. Tiger mower). Non-contract and allied items would be sold as "open market" and the price of the item would be negotiated between the John Deere dealer and the NJPA Member. The non-contract/allied item would appear on the purchase order (PO) with the contract item but would be listed as "non-contract". For example, an NJPA Member could purchase a John Deere Ag Tractor, an extra fuel tank cap (non-contract) and a Tiger mower (allied) by utilizing the NJPA contract, but the price of the fuel tank cap and Tiger mower would be determined by the John Deere dealer and both would be listed on the PO as non-contract items. We successfully use this process on other contracts.

16) Describe your NJPA customer volume rebate programs, as applicable.

John Deere does not offer any volume rebate programs.

17) Identify any Total Cost of Acquisition (as defined herein) cost(s) which is **NOT** included "Pricing" submitted with your proposal response. Identify to whom these charges are payable to and their relationship to Proposer.

Actually, shipping costs to Alaska and Hawaii will be added to the pricing as described in Question #22 below.

18) If freight, delivery or shipping is an additional cost to the NJPA member, describe in detail the complete shipping and delivery program.

For deliveries to Alaska or Hawaii, full factory freight to the delivering dealer will be paid by the NJPA Member. The equipment will be FOB destination. Factory freight is known at the time of quoting, and will be included on the quote to the NJPA member. For all other deliveries within the continental US, the equipment will be FOB origin (the NJPA member will NOT be charged factory freight to the delivering dealer).

Dealer may charge $4.00 per loaded mile to deliver equipment from dealership to agency location (charge should be clearly indicated on agency purchase order). This applies to all 50 states. Ordering agency may use the dealer for delivery, may pick-up the equipment, or may contract for delivery with anyone it chooses.

19) As an important part of the evaluation of your offer, indicate the level of pricing you are offering.
Prices offered in this proposal are:

_____a. Pricing is the same as typically offered to an individual municipality, Higher Ed or school district.

___X_____b. Pricing is the same as typically offered to GPOs, cooperative procurement organizations or state purchasing departments.

_____c. Better than typically offered to GPOs, cooperative procurement organizations or state purchasing departments.

_____d. Other; please describe.

20) Do you offer quantity or volume discounts?

___X__ YES _____ NO Outline guidelines and program.

Deere & Company would like to offer an additional discount for purchases of units based on the following schedule:

- 0-2 units 0%
- 3-4 Units 1%
- 5-6 units 2%
- 7-8 units 3%
- 9 units or more 4%

The following conditions will govern the use of the multiple unit discounts:

- Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. Self-propelled products, must be listed in the same tabbed price book section.
- Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.
- Frontier Equipment is excluded from the Multiple Unit Discount.

21) Describe in detail your proposed exchange and return program(s) and policy(s).

John Deere Exchanges and returns will not be permitted.

22) Specifically identify those shipping and delivery and exchange and returns programs as they relate to Alaska and Hawaii and any related off shore delivery of contracted products/ equipment and related services.

For deliveries to Alaska or Hawaii, full factory freight to the delivering dealer will be paid by the NJPA Member. The equipment will be FOB destination. Factory freight is known at the time of quoting, and will be included on the quote to the NJPA member. For all other deliveries within the continental US, the equipment will be FOB origin (the NJPA member will NOT be charged factory freight to the delivering dealer).

Dealer may charge $4.00 per loaded mile to deliver equipment from dealership to agency location (charge should be clearly indicated on agency purchase order). This applies to all 50 states. Ordering agency may use the dealer for delivery, may pick-up the equipment, or may contract for delivery with anyone it chooses.

John Deere Exchanges and returns will not be permitted.

23) Please describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with NJPA. Please be as specific as possible.

Our dealer network will be quoting equipment based on the contract discount, accepting POs, delivering and servicing the equipment. The NJPA Member or John Deere dealer will submit a purchase order to John Deere for processing, noting the NJPA contract number on the PO and the Member's preferred delivering dealer. The PO will be audited by our Order Management Group to ensure the discounts have been applied properly and to ensure compliance with the contract. If an error is found, the Order Management Group will contact the dealer and request the dealer contact the NJPA Member to request a correction to the PO. John Deere will invoice the Member upon delivery of the product. The equipment will be delivered by the designated dealer.

Industry Specific Items

24) Do you hold any industry-specific certifications such as ISO?

To the best of our knowledge, Deere & Company maintains all licenses and certifications necessary to conduct its business (e.g. its sale of landscape, lawn and turf equipment) in the United States.

25) Are any of the facilities LEED certified? N/A

26) What is your US market share for the solutions you are proposing in this response?

Deere & Company considers market share data confidential and proprietary.

27) What is your parts order fill rate?

Deere & Company's parts order fulfillment goal is to maintain above 97% fill. Due to the public nature of the bid process, we'd rather not provide specifics.

28) Do you provide preventive maintenance programs for the solutions that you are proposing?

John Deere is not providing preventive maintenance programs as part of its RFP response. However, NJPA Members will be able to purchase these programs directly from dealers utilizing the "Sourced Equipment/Products and/or related Services" method outlined in this RFP.

29) What is your Canadian market share for the solutions that you are proposing?

Deere & Company considers market share data confidential and proprietary. Deere & Company is not proposing to provide equipment solutions for Canada.

Signature: [illegible] Date: 2/6/15

www.njpacoop.org

NJPA
National Joint Powers Alliance®

202 12th Street NE
P.O. Box 219
Staples, MN 56479

Pricing, financials and marketing material were submitted with the response and is available upon request. Due to the difficulty in emailing such a large file they were not included.

As a public agency, NJPA proposals, responses and awarded contracts are a matter of public record, except for that data included in the proposals, responses and awarded contracts that is classified as nonpublic; thus, pursuant to NJPA policies and RFP terms and conditions, all documentation, except for data which is nonpublic, is available for review through a formal request process including a written request.