

Cost Analysis for Agenda Item 2021-3303- F2690 Front Deck Mounted Mower with 4 Year Full Machine Warranty.

Use of the Sourcewell Cooperative Contract No.031121-KBA for the purchase on five (5) Kubota F2690 front deck mounted mowers with 4 year full machine warranties is recommended by Fleet for the following reasons:

1. The list price for the mower without the warranty, dealer assembly, freight and pdi costs is: \$25,862.00. The Sourcewell Contract cost is \$20,172.36 showing a savings of \$5,689.64.
2. In the competitively let RFP for this contract, 42 companies applied and only 12 were selected. Kubota was selected because they offered a full spectrum of lawn, sod, grounds, garden equipment and tools with over 1100 dealers in the USA as well as a considerable discount off MSRP for Sourcewell members. The discount for this unit is 22% off MSRP.
3. Lashley Tractor has continued to be the lowest, responsive and responsible dealer for these Kubota products and had thus been awarded on numerous occasions for these types of products.