



NATIONAL ASSOCIATION OF COUNTIES | NACo® | EDGE



Enterprise for Government Excellence
PEOPLE, PURCHASING & PERFORMANCE SOLUTIONS

Contract Announcement



**Equipment Rental, Lease and
Purchase Solutions
for Public Agencies**

Today's Presenters



ROBERT NAMOR, CPPB

Procurement Services
Maricopa County, Ariz.



BRAD LAWS

Senior Manager, Government Accounts
United Rentals



CATHY MUSE, CPPO, NIGP-CPP

National Program Director
Public Promise Procurement



Today's Agenda

Introducing the United Rentals contract, led by Maricopa County, Ariz. with Public Promise Procurement

- ① **Introduce Public Promise Procurement, powered by NACo**
- ② **Provide an overview of the Public Promise Procurement Process by Lead Public Agency Maricopa County, Ariz.**
- ③ **Provide and overview of the Master Agreement for Rental, Lease and Purchase of Equipment and Associated Services and Support**

Public Promise Procurement

Paul Terragno, Managing Director

Wholly owned by NACo, Public Promise Procurement provides counties with cost-effective and efficient purchasing contract vehicles. The unique Lead Public Agency (LPA) and peer-vetted model provides for a fully transparent and competitive process to identify best-in-class suppliers



Public Promise Procurement

Introducing the United Rentals contract, led by Maricopa County, Ariz. with Public Promise Procurement



Public Promise Procurement, powered by NACo

- The purchasing cooperative that is owned, operated and powered by the National Association of Counties: a non-profit membership organization representing America's 3,069 counties
- Providing a vetted, transparent option for purchasing goods and services efficiently and cost-effectively through a public procurement
- Lead Public Agency solicited, evaluated, awarded and managed contracts
- Public agency and community focused



Single-award contracts with top-tier suppliers

- Federal fund compliant
- Comprehensive scopes, innovative solutions
- Open to all Public Agencies
 - Counties
 - Cities
 - K-12
 - Higher Ed
 - Special Districts
 - Non-profits
 - State Agencies
 - Public Hospitals

Procurement Advisory Committee



MEGAN PERRY-BALONIER
Purchasing Dept
Director
Franklin County, Ohio



ERIC CARLSON
Purchasing Agent
Douglas County, Neb.



MARIA MILES
MWBE Program
Director
Guilford County, N.C.



STEPHANIE BRICE
Deputy Director,
Purchasing Dept.
Cobb County, Ga.



MIKE FROSCH
Director of Purchasing
Dallas County, Texas



LEE ANN PENDER
Chief Procurement
Officer
Fairfax County, Va.



PATRICK FLANARY
CFO &
Deputy County Manager
Wake County, N.C.



GILBERT ODONKOR
Manager, Construction
Procurement
Hennepin County, Minn.



SEAN BEHAN
Chief, Procurement Services,
Dept. of Purchasing and
Contracting
San Diego County, Calif.



RAFFI SARRAFAN
Chief Procurement Officer
Cook County, Ill.



KAREN STORM
Chief Procurement
Officer, Retired
NY State Association of
Counties



**FELICIA STRONG-
WHITAKER**
Purchasing Agent
Fulton County, Ga.



ADAM MANNE
Chief Procurement
Officer
City of Baltimore, Md.



JAMES FOLEY
Deputy Chief
Procurement Officer
Maricopa County, Ariz.



MARIA AGRUSA
County Procurement Officer
Orange County, Calif.



Public Promise Procurement Team



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Maricopa County, Ariz.

Lead Public Agency

☉ Maricopa County, Ariz.

- Large urban county with a population of 4.4 million in the metro Phoenix area
- Nationally recognized procurement services department managing over a billion dollars in annual spend
- <https://www.maricopa.gov/2087/Procurement-Services>
- James Foley, MBA, CPPO, CPPB, Deputy Director
- Robert Namor, CPPB, Procurement Officer
- Led a public procurement process following Maricopa County procedures on behalf of themselves and all public agencies

Lead Public Agency



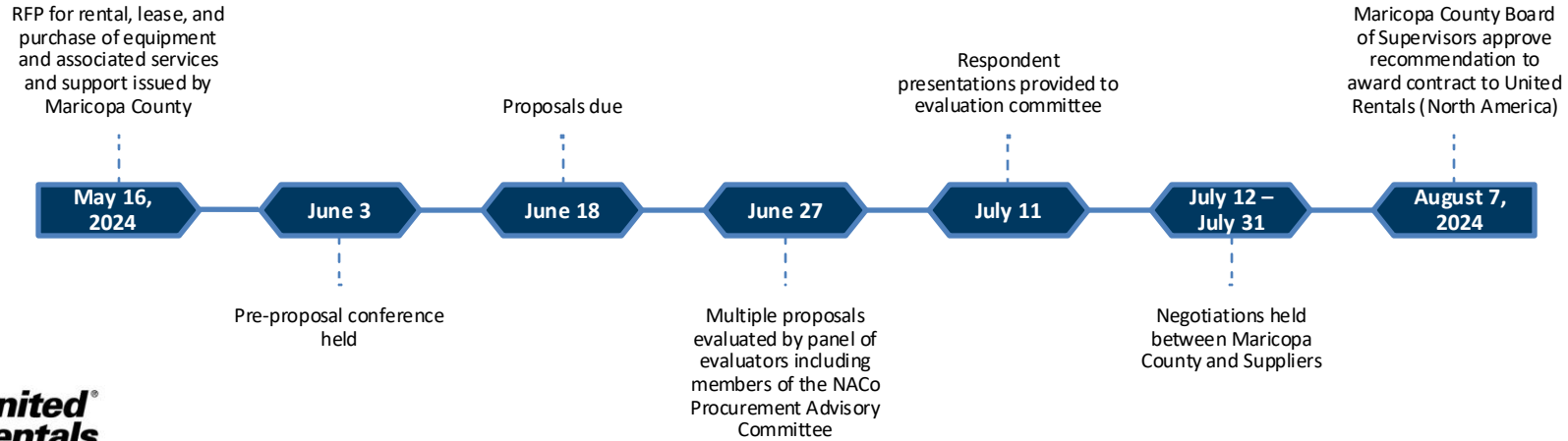
Role of Maricopa County as an LPA for Public Promise Procurement

- Work with PPP to develop contract opportunities based on County needs
- As Lead Public Agency, Maricopa County oversees the development of the Solicitation based on County terms and conditions, including the PPP Administration Agreement
- Post and receive solicitation responses through eProcurement system
- Perform initial review of responses for responsiveness and responsibility to solicitation
- Organize and instruct selection committees on their duties which include being fair, impartial and conflict free
- Negotiate final contract with selected respondent and recommend to Board of Supervisors approval
- Ensuring open and transparent process from contract solicitation to contract close-out

United Rentals Contract



Development and Launch of the United Rentals Contract



Contract Overview

Contract Award

- Single award contract to United Rentals
- Effective August 7, 2024 – July 31, 2029 with five renewal option years through July 31, 2034
- Comprehensive array of products, services and solutions in sixteen categories such as heavy construction & earth moving equipment, climate solutions, hygiene facilities, inspection and screening systems and much more.
- National not-to-exceed pricing based on market basket evaluation.
- Flexible terms and conditions adaptable to your statutory requirements.

Master Agreement #240153

One Stop Shop for all
Rental Equipment Needs

 **United Rentals**

 **PUBLIC
PROMISE
PROCUREMENT**
Powered by



GENERAL RENTAL

Aerial Lift Equipment
Temporary Lighting
Forklifts & Material Handling
Earthmoving Equipment
Compaction Equipment
Concrete & Masonry
Equipment



POWER / HVAC

Chillers Transformers Load Banks
HVAC Dehumidifiers Oil Free Air
and Heat Exchangers Power
Distribution Mobile Substation
Power Generation 25KW-
2000KW



FLUID SOLUTIONS

Wellpoint Pumps
Filter Pots & Filters
Large Centrifugal Pumps
Submersible Packages
Vacuum/Excavation Units
Custom-Fabricated Pumps
Tanks and Accessories
Liquid or Vapor Filtration



TRENCH SAFETY

Engineered Systems
Trench Boxes
Hydraulic Shoring
Road Plates
Barricades & Signs
Pipe Testing Equipment
Confined Space Equipment
Pipe & Construction Lasers



ONSITE SERVICES

Portable Toilets*
Hand Wash Stations
Restroom Trailers
Shower Trailers
Temporary Fencing & Barricades*



STORAGE SOLUTIONS

Variety of Sizes
Storage Containers
Ground Level Office Containers
Mobile Office Trailers
Modular Buildings
Short or Long-term Storage
Customizable to Meet Your Needs
Rent or Purchase Options



TOOL SOLUTIONS

Hoist & Rigging
Specialty Welding
Radios
Pneumatic Tools
Hydraulic Torquing
Electric Tools
Industrial Blinds
Tool Management Solutions
Customized Solutions



FLOORING SOLUTIONS

Scrubbers & Sweepers
Carpet/Tile/VCT
Grinders
Shot Blasters
Tile/Carpet Removal
Dust Collectors
Brushes & Blades
Diamonds
Chemicals



CUSTOMER EQUIPMENT

Your equipment, managed by us
Dedicated service personnel
Onsite or in-shop repairs
Comprehensive inspections
Preventative maintenance
Service record retention
24/7 Emergency service



TOTAL CONTROL*

Easy On and Off Rent
Custom User Alerts
Cost Splitting
Project Level Reporting
Visible Equipment Utilization
Projected Rental Costs
GPS and Utilization Tracking
Multi-Vendor Management



UNITED ACADEMY*

Confined Space
Electrical Safety
Fall Protection
Jobsite Safety
OSHA Training
Train the Trainer
Trench & Excavation
Equipment Operator Training

CONTACT INFORMATION

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NACo Public Promise Procurement
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**United
Rentals**

Extensive branch network

\$20B

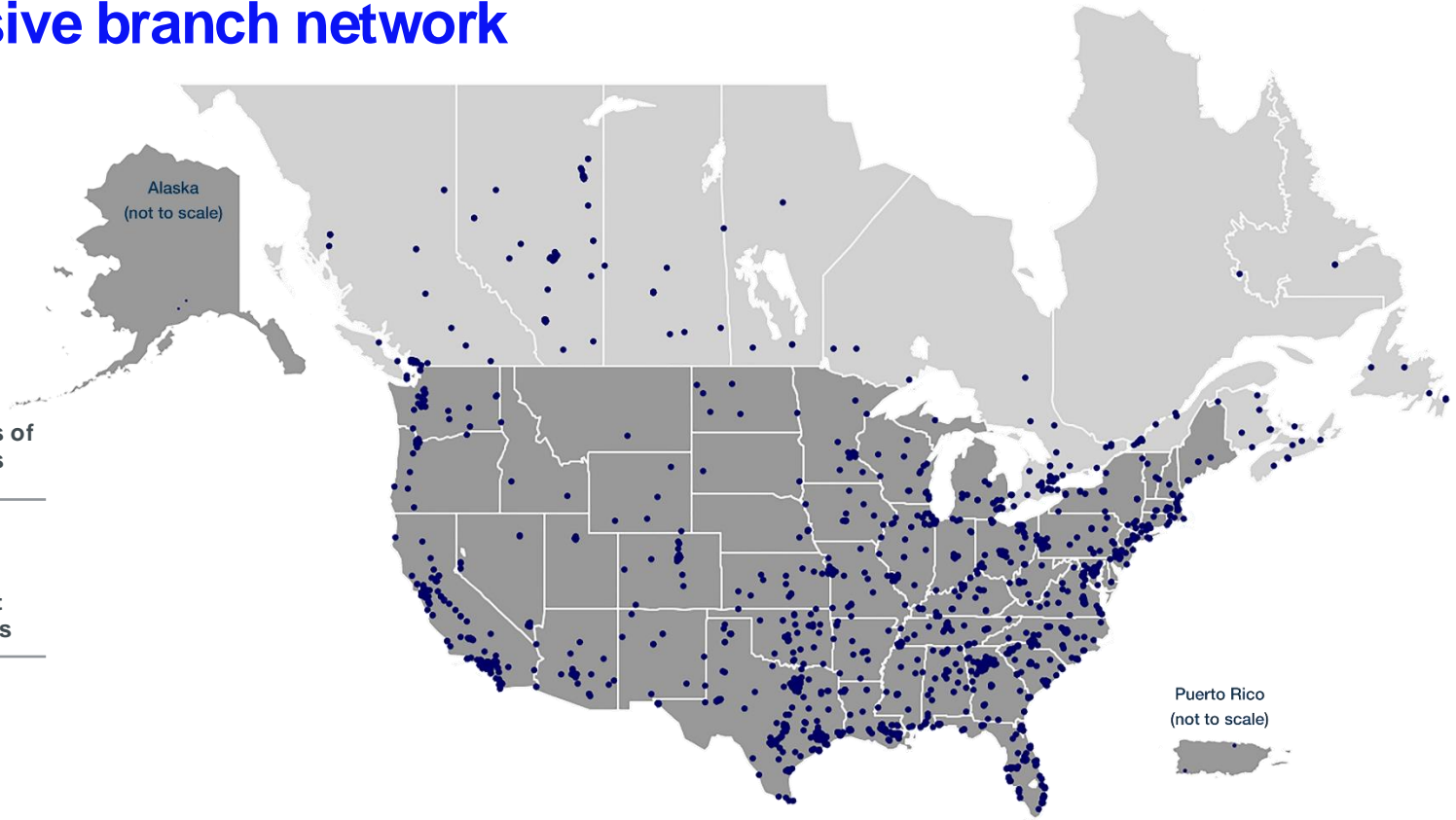
Access to billions of
equipment assets

1,520+

Branches to meet
your requirements

26,650

Dedicated
employees



One stop shop for all rental equipment needs



Gen Rent / Aerial

- Forklifts
- Boom Lifts & Scissor Lifts
- Excavators
- Compressors
- Skidsteers
- Light Towers
- Water Trucks
- Backhoes
- Trucks

Trench Safety

- Engineered Systems
- Trench Boxes
- Hydraulic Shoring
- Road Plates
- Pipe Testing Equipment
- Confined Space Equipment
- Barricades & Signs

Power/HVAC

- Chillers
- Power Generation
- Air Conditioners
- Heaters
- Dehumidifiers
- Fuel Tanks
- Power Distribution

Storage Solutions

- Conex boxes
- Mobile containers
- Shipping containers
- Portable office trailers
- Ground level containers
- Modular buildings
- Custom or standard sizing

Fluid Solutions

- Large Centrifugal Pumps
- Submersible Packages
- Wellpoint Pumps
- Filter Pots & Filters
- Vacuum/Excavation Units
- Custom-Fabricated Pumps
- Tanks and Accessories
- Liquid or Vapor Filtration

Onsite Services

- Portable restrooms
- Restroom Trailers
- Shower Trailers
- Laundry Trailers
- Hand Washing Stations
- Tanks & Water Systems
- Emergency Response & Support

Tool Solutions

- Customized Solutions
- Manned or unmanned mobile tool trailer
- Hoist & Rigging
- Specialty Welding
- Pneumatic, hydraulic, & electric tools
- Blinds
- Radios

Sustainable Equipment & Technology Offering

Equipment

- Electric, alternative & hybrid vehicles
- TB20e Electric Compact Excavator
 - Zero exhaust emissions
- Ford F150 Lightning pickup trucks and E-Transit Vans
- Fluid Solutions products
 - Remove air and water contaminants
 - Wastewater treatment & storage

Technology

- Emissions tracking through Total Control
 - Estimate GHG emissions
 - Track engine hours and utilization to right size fleet
 - Telematics to track equipment and maintenance logistics
- POWRBANK Zero-emission battery systems



United Academy

Are your crews certified?

- Instant access to training records
- Individualized credential cards with access to training records
- Verify certificates and training online

What if they are not?

- Blended learning
 - Theory (Online)
 - Exam (Online)
 - Practical Evaluation (In person)
- Access 24/7
- On your site, in a branch, or online



Customer Equipment Solutions



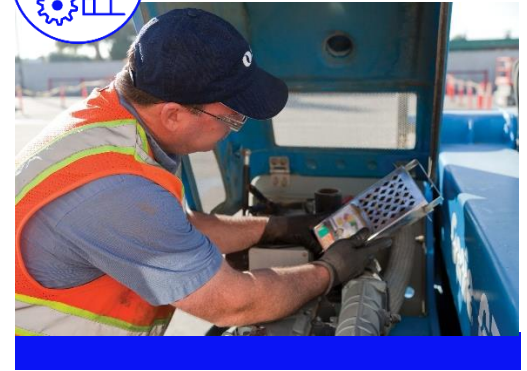
TIER 1
On-demand services



TIER 2
Managed maintenance



TIER 3
Onsite programs



Fleet Management through Total Control®



Full visibility into rental activities



Customized and flexible reporting



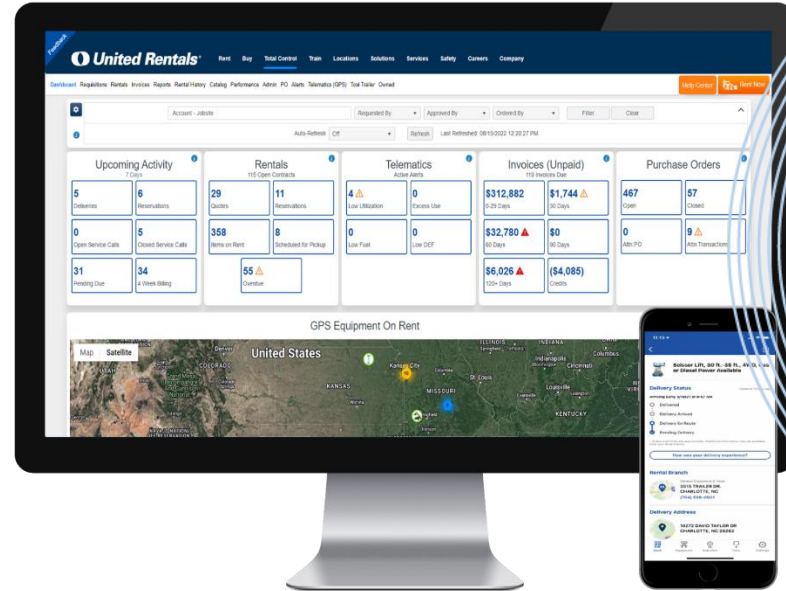
Comprehensive account management



Total Control emissions tracking



Planning and project management



Visibility Through GPS & Telematics

Asset Tracking

- Receive alerts when boundaries crossed
- Ability to track both rented and owned




Location Insight

- Visibility across one or many jobsites
- 275,000+ machines with GPS capabilities

Contract #123456789

Exited Geofence

Your equipment has exited geofence Justin B test geofence

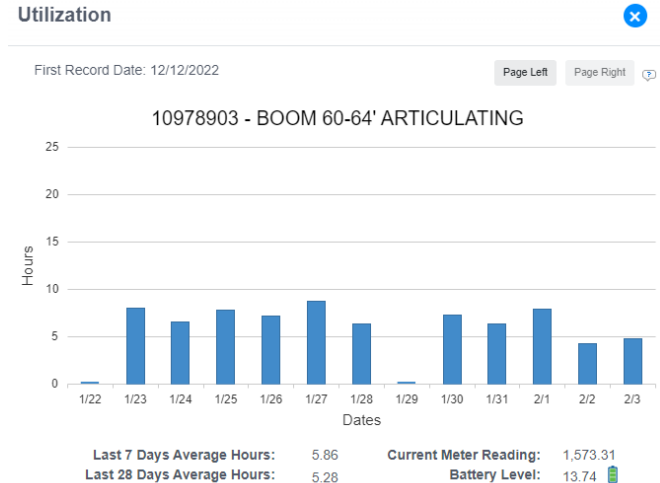
Equipment	
	Generator, 250-299 KVA, Tier 4 11409495 240-3203 Quantity: 1 Exited Geofence 11/02/22 8:07 PM Geofence Justin B test geofence

Jobsite	
Jobsite ID	127
Jobsite Location	ESP IAN LAYDOWN YARD

Billing	
Account	
Account Number	123456789
Ordered by	Justin B
Requester	Justin A
Approver	Justin C
PO Number	HURRICANE IAN
Start	02/02/22 9:00 PM
Estimated Return	11/02/22 9:00 PM

Utilization

- Identify waste with low utilization alerts
- Plan preventative maintenance through equipment monitoring



NACo EDGE

People, Purchasing and Performance Solutions

NACo EDGE delivers **value-added, cost-cutting** solutions to counties by evaluating their needs and harnessing the collective purchasing power of 3,069 counties with a dedicated workforce of 3.6 million employees

Public Promise Procurement and **Public Promise Insurance**, both wholly-owned by NACo, are custom-built solutions by counties, for counties

