





**PORTFOLIO TITLE:** [Facilities MRO and Industrial Supplies \(2018 - 2023\)](#)

**LEAD STATE:** Oregon

<p><b>OVERVIEW:</b></p> <p>The Master Agreements with thirteen suppliers in this portfolio offer up to fifteen product categories of maintenance, repair, operation, or industrial supplies.</p>	<p><b>INITIAL TERM:</b> April 17, 2018 through June 30, 2023</p> <p><b>RENEWALS:</b> No renewal options remaining.</p> <p><b>TOTAL TERM:</b> Five Years</p>
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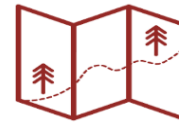
**PRODUCT CATEGORIES:**





<ul style="list-style-type: none"> <li>1. Janitorial Equipment &amp; Supplies <i>(does not include sanitation cleaning chemicals)</i></li> <li>2. Sanitation Cleaning Chemicals &amp; Supplies <i>(does not include janitorial equipment &amp; supplies)</i></li> <li>3. Fasteners</li> <li>4. Material Handling</li> <li>5. Plumbing</li> <li>6. Power Sources</li> <li>7. Outdoor Garden</li> <li>8. Lamps &amp; Lighting and Ballasts</li> </ul>	 	<ul style="list-style-type: none"> <li>9. Heating Ventilation/Air Conditioning (HVAC)</li> <li>10. Hand Tools</li> <li>11. Power Tools <i>(does not include any automotive tools)</i></li> <li>12. Electrical</li> <li>13. Paint</li> <li>14. Security</li> <li>15. Safety Products <i>(does not include any Public Safety Equipment)</i></li> </ul>	 
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**SUPPLIERS AVAILABLE:**

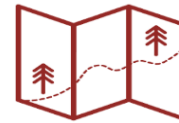
Supplier	Service Area	Offering
Fastenal Company	Nationwide	All fifteen Product Categories
Grainger, Inc.	Nationwide	All fifteen Product Categories
MSC Industrial Supply Co. Inc.	Nationwide	All fifteen Product Categories
Noble Supply and Logistics Company Inc.	Nationwide	All fifteen Product Categories
Network Service Company	Nationwide	Sanitation Cleansing Chemicals and Safety Products
Staples Business Advantage	Nationwide	Sanitation Cleaning Chemicals
Supply Chimp	Nationwide	Power Source; Hand Tools; Power Tools; and Paint
Vertiv Operating Company	Nationwide	Sanitation Cleansing Chemicals and Safety Products
Hilti, Inc.	Nationwide <i>(except MT)</i>	Power Tools
Conserve-A-Watt Lighting, Inc.	UT and CO	Lamps & Lighting and Ballasts
Copper State Nut & Bolt, Inc.	AZ, CA, CO, MT, NV, NM, TX, WA	Fasteners; Hand Tools; and Power Tools
North Coast Electric Company	OR, WA, AZ, AK	All fifteen Product Categories
WAXIE Sanitary Supply	AZ, AK, CA, CO, ID, NV, OR, UT, WA	Sanitation Cleaning Chemicals, Lamps & Lighting and Ballasts

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<p><b><u>KEY BENEFITS:</u></b></p> <ol style="list-style-type: none"> <li>1. Provides a wide offering of maintenance, repair, operation, industrial products and supplies, and cleaning supplies.</li> <li>2. Online ordering &amp; P-Cards accepted.</li> <li>3. Free Training on any products offered.</li> <li>4. Disaster recovery/emergency assistance.</li> <li>5. Large selection of environmentally preferable products.</li> </ol>	<p><b><u>PRICING:</u></b></p> <p>Percentage discounts for each product category are set for the term of the Master Agreement for each supplier. Customers may negotiate deeper discounts.</p> <p>See Discounts Sheet below for more information.</p> 
<p><b><u>PROCUREMENT BACKGROUND:</u></b></p> <p>In 2018, the Sourcing Team requested re-procurement of the expiring MRO portfolio. The NASPO ValuePoint Management Board approved conducting a new solicitation and the Sourcing Team completed the RFP process in the fall of 2019.</p>	<p><b><u>STATES ON SOURCING TEAM:</u></b></p> <ul style="list-style-type: none"> <li>★ Oregon (Lead)</li> <li>★ Florida</li> <li>★ Massachusetts</li> <li>★ Michigan</li> <li>★ Nevada</li> <li>★ Utah</li> </ul> 
<p><b><u>SOLICITATION INFORMATION:</u></b></p> <p>Solicitation was Publicly Advertised from November 15, 2017 to January 5, 2018.</p> <ul style="list-style-type: none"> <li>• Posting Link: <a href="http://orpin.oregon.gov/open.dll/welcome">http://orpin.oregon.gov/open.dll/welcome</a></li> <li>• Type: Request for Proposal (RFP)</li> <li>• Solicitation Number: DASPS-2183-17</li> <li>• Preproposal Conference Held: November 29, 2017</li> <li>• Number of Days Publicly Posted: 52</li> <li>• Number of Amendments Posted: 3</li> </ul>	<p><b><u>PUBLIC OPENING:</u></b></p> <p>Sealed responses were Publicly Opened on January 5, 2018 at 2:00 pm PST, in Salem, Oregon.</p> <p><b><u>VENDOR RESPONSES:</u></b></p> <ul style="list-style-type: none"> <li>• Number of Vendor Responses Received: 31</li> <li>• Number of Non-Responsive Vendor Responses: 0</li> <li>• Number of Vendor Responses Evaluated: 31</li> </ul>
<p><b><u>EVALUATIONS:</u></b></p> <p>Responses were evaluated by the members of the Sourcing Team February 12-16, 2018, in Portland, Oregon.</p> 	<p><b><u>EVALUATION CRITERIA:</u></b></p> <p>Responses were evaluated based on the following Evaluation Criteria:</p> <ol style="list-style-type: none"> <li>1. Experience and Capabilities</li> <li>2. Volume Discounts</li> <li>3. Scope of Work</li> <li>4. Administration and Marketing</li> <li>5. Additional Services</li> <li>6. Cost</li> </ol> 

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**SCORING:**

Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State of Oregon as identified on the [Facilities MRO and Industrial Supplies \(2018 - 2023\)](#) portfolio’s NASPO ValuePoint website.

**AWARD:**

The RFP allowed for multiple vendor awards based on each vendor’s success in earning more than 80 of the total 125 maximum points possible during the scoring process.

**PUBLIC POSTING OF AWARD:**

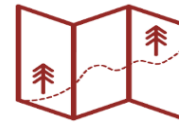
- Award Posting Start: March 1, 2018
- Award Posting End: March 11, 2018
- Posting Link: <https://orpin.oregon.gov/open.dll/welcome>
- Total Days Posted: 10 days
- Vendors Awarded: 16 *(however, 3 formally withdrew their response).*

**AWARDED VENDORS:**

- |                   |                             |
|-------------------|-----------------------------|
| ▪ Conserve-A-Watt | ▪ North Coast               |
| ▪ Copper State    | ▪ Strategic Market Alliance |
| ▪ Fastenal        | ▪ Staples                   |
| ▪ Grainger        | ▪ Supply Chimp              |
| ▪ Hilti           | ▪ Veritiv                   |
| ▪ MSC             | ▪ Waxie                     |
| ▪ Noble           |                             |



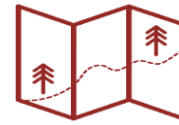
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**Discounts Sheet**

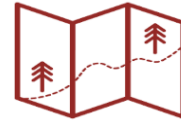
<p>Fastenal Company</p>	<p>30% off on Janitorial Equipment &amp; Supplies          25% off on Sanitation Cleaning Chemicals &amp; Supplies          57% off on Fasteners          25% off on Material Handling          30% off on Plumbing          30% off on Power Sources          25% off on Outdoor Garden          30% off on Lamps &amp; Lighting and Ballasts          30% off on HVAC          25% off on Hand Tools          25% off on Power Tools          30% off on Electrical          25% off on Paint          30% off on Security          30% off on Safety Products</p>
<p>Grainger, Inc.</p>	<p>17% off on Janitorial Equipment &amp; Supplies          22% off on Sanitation Cleaning Chemicals &amp; Supplies          35% off on Fasteners          11% off on Material Handling          20% off on Plumbing          19% off on Power Sources          13% off on Outdoor Garden          22% off on Lamps &amp; Lighting and Ballasts          17% off on HVAC          14% off on Hand Tools          11% off on Power Tools          23% off on Electrical          13% off on Paint          17% off on Security          19% off on Safety Products</p>
<p>Network Service Company</p>	<p>55% off on Sanitation Cleaning Chemicals &amp; Supplies          55% off on Safety Products</p>
<p>Staples Business Advantage</p>	<p>30% off on Sanitation Cleaning Chemicals &amp; Supplies</p>
<p>Conserve-A-Watt Lighting, Inc.</p>	<p>20% to 90% off on Lamps &amp; Lighting and Ballasts</p>
<p>Copper State Nut &amp; Bolt, Inc.</p>	<p>60% off on Fasteners          2% off on Hand Tools          0% off on Power Tools</p>
<p>Hilti, Inc.</p>	<p>40% off on Power Tools</p>

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<p>MSC Industrial Supply Co. Inc.</p>	<p>20% off on Janitorial Equipment &amp; Supplies                  20% off on Sanitation Cleaning Chemicals &amp; Supplies                  25% off on Fasteners                  20% off on Material Handling                  20% off on Plumbing                  25% off on Power Sources                  20% off on Outdoor Garden                  20% off on Lamps &amp; Lighting and Ballasts                  20% off on HVAC                  25% off on Hand Tools                  18% off on Power Tools                  20% off on Electrical                  20% off on Paint                  25% off on Security                  25% off on Safety Products</p>
<p>Noble Supply and Logistics Company Inc.</p>	<p>15% off on Janitorial Equipment &amp; Supplies                  15% off on Sanitation Cleaning Chemicals &amp; Supplies                  15% off on Fasteners                  15% off on Material Handling                  15% off on Plumbing                  15% off on Power Sources                  15% off on Outdoor Garden                  15% off on Lamps &amp; Lighting and Ballasts                  15% off on HVAC                  15% off on Hand Tools                  15% off on Power Tools                  15% off on Electrical                  15% off on Paint                  15% off on Security                  15% off on Safety Products</p>
<p>North Coast Electric Company</p>	<p>30% off on Janitorial Equipment &amp; Supplies                  25% off on Sanitation Cleaning Chemicals &amp; Supplies                  50% off on Fasteners                  27% off on Material Handling                  30% off on Plumbing                  30% off on Power Sources                  25% off on Outdoor Garden                  80% off on Lamps &amp; Lighting and Ballasts                  30% off on HVAC                  35% off on Hand Tools                  35% off on Power Tools                  50% off on Electrical                  25% off on Paint                  30% off on Security                  40% off on Safety Products</p>
<p>Supply Chimp</p>	<p>24% off on Power Sources                  24% off on Hand Tools                  24% off on Power Tools                  24% off on Paint</p>

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Vertiv Operating Company	50% off on Sanitation Cleaning Chemicals & Supplies 50% off on Safety Products
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