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Maintenance, Repair and Operations (MRO) Supplies & Related Services Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 19-20

RFP Issued: October 28, 2019

Pre-Proposal Date: November 12, 2019

Response Due Date: December 9, 2019

Proposals Received: 9



Awarded to: ProServices

Contract # R192006

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-20 on October 28, 2019, to establish a national cooperative contract for Maintenance, Repair and Operations (MRO) Supplies & Related Services.

The solicitation included cooperative purchasing language in Section I. Scope of Work:

NATIONAL CONTRACT

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with OMNIA Partners to make the resultant contract (also known as the "Master Agreement" in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through OMNIA Partners' cooperative purchasing program. The Region 4 is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a "Participating Public Agency"). Appendix D contains additional information about OMNIA Partners and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 ESC website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On December 9, 2019 proposals were received from the following offerors:

- Facility Solutions Group
- Fastenal Company
- W.W. Grainger, Inc.
- Hi-Line Electric., Inc.
- Kimball Midwest
- Lawson Products
- Lowe's Home Centers, LLC
- Northern Safety & Industrial
- Wesco Distribution, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Lowes Home Centers, LLC demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of April 1, 2020.

Contract Highlights:

Operates approximately 2,370 home improvement and hardware stores. Offers a range of products for maintenance, repair, remodeling. Product categories include Lumber and Building Materials; Tools and Hardware; Appliances; Fashion Fixtures; Rough Plumbing and Electrical; Lawn and Garden; Seasonal and Outdoor Living; Paint; Flooring; Millwork, and Kitchens. The Company also supports the communities that focus on K-12 public education and community improvement projects.

Contract includes:

- Over 1,700 stores nationwide to pick up materials, have Lowe's deliver or have parcel shipped.
- Committed to enhancing the economic growth of its diverse and small business suppliers. Lowe's sources suppliers who best match their needs regardless of business size or classification so they can offer a broader assortment of products at affordable prices.
- Register with Omnia Partners at: <https://www.omniapartners.com/publicsector> to become a member and utilize the contract at any Lowe's store in the U.S.
- Every Lowe's location will be able to scan the barcoded key fob to receive a 7% discount at point of sale; must order key fobs at: <https://www.lowesforpros.com/l/government-buyer-solutions.html>
- Utilize the catalog price file online, will need set up an account on www.Lowesforpros.com If an existing account, email GovernmentSupport@Lowes.com to have the file linked for their purchasing needs to receive the discount structure.
- Lowe's eProcurement - email eProSupport@lowes.com to set up an account and link the catalog price file and discount structure.

Term:

Initial three-year agreement from April 1, 2020 through March 31, 2023 with the option to renew for two (2) additional one-year periods through March 31, 2025.

Pricing/Discount:

- Option 1:
 - Walk-In: 7% discount at time of purchase
 - On-Line : up to 20% discount
 - eProcurement: Category discounts up to 20% off

- Option 2:
 - \$10,000 to \$24,999: 2% rebate on all sales (less returns)
 - \$25,000 to \$49,999: 4% rebate on all sales (less returns)
 - \$50,000 to more: 7% rebate on all sales (less returns)

OMNIA Partners, Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/contracts/supplier-contracts/lowes-home-centers-inc>