



Request for Contract Update

Pursuant to the terms of contract number R190302 for Office Supplies, Related Goods and Services, Contractor must notify and receive approval from Region 4 ESC when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4 ESC. Region 4 ESC reserves the right to accept or reject any request.

RW Gonzalez Office Products, Inc. hereby provides notice of the following update on
(Contractor)

this date April 25, 2022.

Instructions: Contractor must check all that may apply and shall provide supporting documentation. Requests received without supporting documentation will be returned. This form is not intended for use if there is a material change in operations, such as assignment, bankruptcy, change of ownership, merger, etc. Material changes must be submitted on a "Notice of Material Change to Vendor Contract" form.

Authorized Distributors/Dealers

- Addition
- Deletion
- Supporting Documentation

Price Update

Supporting Documentation

Products/Services

- New Addition
- Update Only
- Supporting Documentation

Discontinued Products/Services

Supporting Documentation

States/Territories

Supporting Documentation

Other

Supporting Documentation

Notes: Contractor may include other notes regarding the contract update here: (attach another page if necessary).
2,500 discontinued items. 1,293 new items added.

Submitted By: Pamela Gonzalez, VP

Title: Vice President

Email Address: pam@gonzalezop.com

Approved by Email: Date 4/28/2022 | 3:38 PM CDT

Denied by Email: Date _____

DocuSigned by:
Robert Zingelmann
Region 4 ESC: _____
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GONZALEZ

solutions for business

Robert Zingelmann
Chief Financial Officer, Finance and Operations Services
Region 4 Education Service Center
7145 West Tidwell Road
Houston, TX 77092

April 13, 2022

Dear Mr. Zingelmann,
Please accept this letter as official notice that the 2Q 2022 Gonzalez price file is available and has been put in effect for your membership to take advantage of.

Please note: Since inception of this contract in 2019, Gonzalez has taken great pride in providing consistent pricing that OMNIA members can count on and thus, have never submitted a Core List increase request, despite the unprecedented volatility in the marketplace. Today, we are respectfully requesting approval of our core list pricing update to be effective upon approval, if possible.

Summary of Changes

There are 42,219 items on the 2Q 2022 Gonzalez Price file.

- There are 87 total unit of measure changes.
- 2,500 Items have been discontinued.
- There is a total of 1,293 new items that have been added to the contract.
- Overall, the MSRPs (manufacturer suggested LIST prices) have increased by an average of 15%. In many instances, manufacturers are immediately increasing supplier costs while their LIST price increases are lagging due to overwhelming volume of changes being processed.

Core List (Market Basket):

There are a total of 2,080 items on the core list.

- 45 items have been added; 233 items have been deleted due to discontinuance or inventory availability issues. 18 items had unit of measure changes.
- Overall, the MSRP (manufacturer suggested LIST price) on core list prices have increased an average of 20%. Core list prices have increased 27%.
- Our average discount on core list items is 48%.
- 66 items on the core list decreased in price to the membership. Average decrease is 5.2%.

Non-Core:

There are a total of 40,139 items.

- Overall, the MSRP (manufacturer suggested LIST price) on non-core have increased 15%.
- 1,248 new items were added. There were 69 unit of measure changes.

Sir, we are working very hard with our wholesalers and manufacturers in order to continue to provide your membership with best value in office supplies and related goods and services. If you have questions or require any clarification, I would be happy to discuss. Thank you for the opportunity to serve Region 4 and the OMNIA Partners public sector membership.

Respectfully submitted,

Pamela Gonzalez

Pamela Gonzalez
Vice President
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