

# OMNIA<sup>®</sup>

PARTNERS



## 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

**GRAINGER<sup>®</sup>**

**Awarded to:**  FOR THE ONES WHO GET IT DONE

**Contract # R192002**

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
- 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 W.W. Grainger, Inc. 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:

Distributes the most comprehensive line of MRO products and service categories and anything MRO related. Within each category, offering is of substantial scale and breadth. Compete emphatically with specialized distributors and manufacturers across all MRO market segments. Works with well-recognized safety suppliers for facility and product surveys, along with fee-based OSHA certification and training programs to help Participating Agencies stay compliant. Grainger recognizes the importance of Supplier Diversity and has over 20 years of successful experience offering diverse companies' opportunities through two core programs; Tier II: Supplier Diversity Program and Tier I: Distributor Alliance Program.

Contract includes:

- Offers the broadest product breadth in the industry, with over 1.7 million products covering more than 32 MRO categories.
- Beyond categories offered in the RFP, Grainger's Sourcing Team procures facilities maintenance products and services beyond the Grainger catalog.
- Robust, web-based ordering system including **Grainger Mobile App** for iPhone and Android; **eProcurement** offers ability to integrate Grainger's General Catalog and buying process with customers' purchasing and ERP systems and **Grainger.com**
- Other services available, product sourcing, consulting, etc.

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:

Core list and has offered fixed discounts on various cat. - 8% - 37%; vol. discounts

OMNIA Partners, Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/contracts/supplier-contracts/granger>