



# COUNTY INCREASES PURCHASING POWER

## Case Study

### BUSINESS CHALLENGE

A suburban county in the Pacific Northwest procures janitorial supplies on a competitively solicited contract that lasts for five (5) years. The typical Request for Proposal (RFP) process is a resource-intensive process that can consume multiple months of an agency's time and efforts to obtain a competitive contract. The county's janitorial supplies contract was expiring and they were in search of better pricing and favorable contract terms for this next period.



As an OMNIA Partners participant, the County realized savings in time and tax payers money, and secured a reliable, proven, and local janitorial supplier. It was a win/win for all stakeholders and it's my pleasure to help agencies achieve these benefits every day!

### SHELLEY ANDREWS

Regional Manager - Northwest  
OMNIA Partners



### INDUSTRY

Public Sector

### PRODUCTS

Janitorial Supplies

### ABOUT THE CUSTOMER

- Customer Type: Local County Government
- Location: Pacific Northwest
- Population: 500k
- 100 staff
- 15+ buildings
- Annual Budget: \$15M



## RESULTS

Since taking advantage of the OMNIA Partners contract, the county has realized a number of benefits:

- Saved 10% of the overall bid cost
- Secured a 5-year contract
- Strengthened their relationship with an established, reliable distributor

## ABOUT NETWORK DISTRIBUTION

Network Distribution® (*Network*) is a global distribution organization supported by the power of local expertise. We work with customers to create and manage supply programs that ensure facilities have the products they need to generate business success.

## SOLUTION

A *Network* distributor had a longstanding relationship with the suburban county for over 30 years providing various janitorial, chemical and paper products. With the established trust of the county, the *Network* distributor proposed the use of the OMNIA Partners contract – a compliant cooperative contract – to help streamline their bidding efforts during the COVID-19 pandemic. OMNIA Partners' cooperative purchasing agreements have been awarded through an RFP process by a governmental entity and are made available to other public agencies, educational institutions, and nonprofits. By leveraging the *Network* cooperative contract offered through the OMNIA Partners cooperative program, the county was able to "piggyback" off of the Lead Agency's contract where competitive costs for name-brand janitorial supplies were already evaluated and publically awarded.

## ABOUT OMNIA PARTNERS

OMNIA Partners is the largest and most experienced organization in procurement and supply chain management. Covering both the private and public sectors, OMNIA Partners unites industry-leading buying power and world-class suppliers to offer an extensive portfolio of sourcing solutions and partnerships.

