

Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Presented by

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Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- MRO – What is it?



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- Products and Supplies consumed in the day to day facilities maintenance, repair, and operations which do not become part of the end products or services.



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- Cleaning, laboratory, material handling, plumbing, safety equipment, industrial equipment such as compressors, pumps, valves, building upkeep items, such as lamps, ballasts, filters, repair tools, motors and outdoor equipment, etc.



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- RFP vs. IFB
- Bundled or Unbundled
- SET ASIDE and/or
Small Business Subcontracting
- Maintaining Service Levels and Meeting SWAM Goals



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- We used to do it that way...
- Looking back. How were the commodities broken out for solicitations and contracts before bundling and the RFP?



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Building the Market Baskets

- Historical data – A look at the previous contract usage data
- Contractors' top 200 usage items
- eVA Reports
- VaPP Reports



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- Excel spreadsheets for pricing
- Eighteen Categories
- From 25 items/category up to 338 items/category
- Average of 105 items/category a total of 1,893 items in the market baskets

1 Commonwealth of Virginia MRO Invitation for Bid
 2 Adhesives, Sealants, Machining, Welding
 3 Supplier Name:
 4 Submitted By:
 5
 6 Please ONLY fill in areas highlighted in yellow.
 The section has 116 line items. Please enter pricing based on the unit of measure indicated.

| ITEM NUMB | Manufacturer SKU | Item Description | Suggested Manufacturer | UOM | Qty/ | Qty. | Manufacturer | SKU | Unit Price | Extended Price | |
|-----------|------------------|------------------|------------------------------------|------------|------|------|--------------|-----------|--------------|----------------|-----------|
| 104 | 97 | 203025 | Paint,Marking | RUST-OLEUM | EA | 1 | 48 | | | \$ - | |
| 105 | 98 | 209621 | Spray Primer,Automotive,Cold | RUST-OLEUM | EA | 1 | 24 | | | \$ - | |
| 106 | 99 | V2324838 | Marking Paint,Caution Blue,15 Oz | RUST-OLEUM | EA | 1 | 30 | | | \$ - | |
| 107 | 100 | V2187838 | Spray Paint,Gloss,Dark | RUST-OLEUM | EA | 1 | 26 | | | \$ - | |
| 108 | 101 | 1XRK1 | Mechanics Gray,15 Oz | RUST-OLEUM | EA | 1 | 26 | | | \$ - | |
| 108 | 101 | 1XRK1 | Foam Brush,Size 2 In | INDUSTRIAL | EA | 1 | 240 | | | \$ - | |
| 109 | 102 | 214646 | Spray Paint,Gloss,Med Light | RUST-OLEUM | EA | 1 | 26 | | | \$ - | |
| 110 | 103 | V2115838 | Spray Paint,Gloss,Silver | RUST-OLEUM | EA | 1 | 25 | Rustoleum | 456 | \$ 24.00 | \$ 600.00 |
| 111 | 104 | GR1VKA4000 | Spray Primer,Flat,Gray,10 Oz | DEM-KOTE | EA | 1 | 54 | Rustoleum | 645 | \$ 18.00 | \$ 972.00 |
| 112 | 105 | V2133838 | Spray Paint,Gloss,Safety Green,15 | RUST-OLEUM | EA | 1 | 24 | | | \$ - | |
| 113 | 106 | V2178838 | Spray Paint,Flat,Black,15 Oz | RUST-OLEUM | EA | 1 | 24 | | | \$ - | |
| 114 | 107 | 1XRJ9 | Foam Brush,Size 1 In | INDUSTRIAL | EA | 1 | 240 | | | \$ - | |
| 115 | 108 | 1675838 | Paint,Marking,Black | RUST-OLEUM | EA | 1 | 30 | | | \$ - | |
| 116 | 109 | F1625-1/2 | Letterer Brush,1/2 In | WOOSTER | EA | 1 | 20 | | | \$ - | |
| 117 | 110 | GR1VKB4000 | Spray Paint,John Deere Green,10 Oz | DEM-KOTE | EA | 1 | 48 | | | \$ - | |
| 118 | 111 | GR1VKA6000 | Spray Paint,Gloss,White,10 Oz | DEM-KOTE | EA | 1 | 48 | | | \$ - | |
| 119 | 112 | 205233 | Paint,Marking Chalk | RUST-OLEUM | EA | 1 | 24 | | | \$ - | |
| 120 | 113 | 206043 | Paint, Athletic Field | RUST-OLEUM | EA | 1 | 24 | | | \$ - | |
| 121 | 114 | 206045 | Paint, Athletic Field | RUST-OLEUM | EA | 1 | 24 | | | \$ - | |
| 122 | 115 | GR1VKB1000 | Spray Paint,Gloss,Blue/Gray,10 Oz | DEM-KOTE | EA | 1 | 24 | | | \$ - | |
| 122 | 115 | GR1VKB1000 | Spray Paint,Gloss,Equipment | DEM-KOTE | EA | 1 | 24 | | | \$ - | |
| 123 | 116 | GR1VKB3000 | Yellow,10 Oz | DEM-KOTE | EA | 1 | 24 | | | \$ - | |
| 124 | | | | | | | | | Total | \$ 1,572.00 | |



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Solicitation Notifications Summary

- 5,933 Individual Vendors Notified
- 2,441 SWaM Vendors Notified
- 2,406 Small Businesses
- 439 Minority Owned Businesses
- 409 Women Owned Businesses



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NOTICE OF INTENT TO BID *VARIOUS MRO PRODUCTS AND SUPPLIES*

Please return this form via fax to **Chris Nichols** at (804) 786-0223

Please note: You should return this form **whether or not** you intend to participate.

Bidder: _____

Company Name: _____

Contact Title: _____

Address: _____

Contact Telephone: _____

Contact E-mail: _____

Fax: _____

Mark **one** of the following:

- We **do** plan to respond to this IFB with a bid.
- We **do not** plan to respond to this IFB



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Mark **one** of the following:

- We **do** plan to respond to this IFB with a bid.
- We **do not** plan to respond to this IFB

If planning to respond, indicate to which category or categories.

- ADHESIVES, MACHINING, WELDING
- AIR CONDITIONERS
- BALLAST, ADVANCE
- BALLAST, GENERAL ELECTRIC
- ELECTRICAL
- FANS & ACCESSORIES
- FASTENERS, HARDWARE, LUBES
- FILTERS
- LAMPS, GENERAL ELECTRIC, AND OTHERS
- LAMPS, PHILIPS, AND OTHERS
- MATERIAL HANDLING
- MOTORS
- PLUMBING
- SAFETY AND SECURITY
- TEST INSTRUMENTS AND OUTDOOR EQUIPMENT
- TOOLS, POWER AND HAND
- PNEUMATICS, HYDRAULICS

Responding on this form will not preclude you from participating or from declining to participate.



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- Received 37 Notice of Intent to Bid forms.
- 32 were affirmative
- 5 Responded No



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- **ATTACHMENT LIST**

- ATTACHMENT A – INTENT TO BID
- ATTACHMENT B – INSTRUCTIONS FOR BIDDERS RETURN OF INFORMATION
- ATTACHMENT C – DELIVERY ZONE INFORMATION
- ATTACHMENT D – TERMS AND CONDITIONS
- ATTACHMENT E – MARKET BASKET
- ATTACHMENT F – REPORTING REQUIREMENTS
- ATTACHMENT G – SPECIFICATIONS AIR FILTERS
- ATTACHMENT H – SPECIFICATIONS LAMPS & BALLASTS
- ATTACHMENT I – SMALL BUSINESS SUBCONTRACTING PLAN



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Special Award Term -

- The Commonwealth may make multiple awards on each Commodity basis as indicated by "Grand Total" in the Market Basket, as a result of this solicitation. Awards may be made up to the five (5) lowest responsive and responsible bidders within a "Commodity", however; up to two (2) of the five awards may be made to reasonably priced DMBE-certified small business bidder(s) that is other than one of the five lowest priced bidder(s). ...



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- 34 Vendors Responded
- 24 Valid Responses
- 19 Responsive Bidders

Microsoft Excel - Bidder Exceptions

File Edit View Insert Format Tools Data nVisionDrill Window Livelink Help Adobe PDF

Type a question for help

100%

Arial 10 B U

| | A | B | C | D | E | F | G | H |
|----|-------------------------------|--|--|----------------------|----------|---|---|---|
| 1 | Vendor Name | Eligible to Receive Award | Exceptions to Bid | 3 Addendums Returned | SBSCPlan | | | |
| 12 | Capital Lighting | N | Yes.(1) Ballast Advance Missing price=Non-responsive . (2) Ballast-GE Missing price=Nonresponsive. (3) GE Lamps Missing price=non-responsive. (4) Philips Lamps-Missing price = non-responsive. (5) Returned incomplete Sm Business SubContract Plan | Y | NO | | | |
| 13 | Fastenal CD | Y | (1) Need signature page for paper written response. | Y | Plan | | | |
| 14 | AAF International CD | ? | Exceptions (Ven ID E57533) Att D pg 6. pg 7 | Y | Plan | | | |
| 15 | WW Grainger CD | Y Withdrew exception | Yes. Price Escalation/Descalation Clause. | Y | Plan | | | |
| 16 | Eck Supply CD | Y | No - (1) Need signature page for written response. | Y | Plan | | | |
| 17 | TriDim Filter Corp. CD | Y | (1) Need signature page for paper written response. | Y | Plan | | | |
| 18 | Trinity Filtration CD | Not in eVA yet | (1) Need signature page for paper written response. | Y | SW | | | |
| 19 | Total Filtration CD | N | (1) Did not return Attach I - SBSC Plan | Y | NO | | | |
| 20 | WESCO Distribution | Y Withdrew exception | Yes. Provided new attachment J. Exception-bidder wants to negotiate 3 General Terms | Y | Plan | | | |
| 21 | IAQ Testing Services LLC NoCD | | (1) Missing Add. 3 | 2 ret. | SW | | | |
| 22 | Applied Industrial Tech CD | y | (1) Need signature page for written response. Paper response received after electronic. | Y | Plan | | | |
| 23 | Mayer Electric CD | Y | N | Y | SW | | | |
| 24 | State Electric CD | Y withdrew "all paid on time invoices" | Yes. (1) Surcharge of 2% on all paid on time invoices. (2)Exception on Electrical-& plumbing nonresponsive this category. | Y | Plan | | | |
| 25 | Reval No CD | N | (1) No pricing/documents | Y | N | | | |

Ready NUM

start Citrix Progr... Inbox - Mic... 2009 Foru... Microsoft P... MSOffice - ... MRO Contr... Microsoft E...

9:58 AM



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- Developed Excel Evaluation Spreadsheets
- Imbedded formulas determined places 1 – 5 average price of commodity bid and low bid.

se

5/21/09
Chart 2

① Fasteners

- L-1 15,363 422
- L-2 20,519 212
- L-3 20,519 212
- SM-4 32,270 442
- SM-5 32,270 442

A - 31,539

② Fitters

③ Plumbing

- L-1 submersible pump
- L-2 6,674,096
- SM-3 1,774,541
- SM-4 1,808,023
- 5. none

A - 6,366,101

④ Safety + Security

- L-1 69,612
- L-2 109,011
- L-3 128,452
- L-4 131,282
- SM-5 139,159

A - 139,056

⑤ Test Inst/outdoor

- L-1 18,493
- L-2 25,370
- SM-3 26,829
- SM-4 27,917
- L-5 30,312

A - 3

⑥ Tools hand/power

- L-1 33,355
- L-2 30,239
- L-5 38,873
- L-4 40,193
- SM-5 46,206

A - 43,374

⑦ Adhesives

- L-1 29,259
- L-2 36,046
- S-3 38,544
- L-4 39,928
- L-5 40,845

A - 44,581,408

⑧ Tuff Guard Philips Lamps

- L-1 6,624
- L-2 7,318
- L-3 7,395
- S-4 7,520
- L-5 7,643

A - 7,934

⑨ Pneumatic Hyd.

- L-1 6,036
- L-2 7,339
- SM-3 8,244
- SM-4 8,728
- L-5 9,413

A - 10,689

⑩ A/conditioner

- L-1 224,022
- SM-2 237,463
- SM-3 243,869
- L-4 336,259
- SM-5 343,499

A - 258,466

DO NOT ERASE!

5/21/09
Chart 2

- 127,536 2352
- 2. 166,754 652
- 3. 178,407 422
- 4. 208,161 602
- 5. 202,579
- 204,193

- ③ Motors & Acous
- L-1 14,092
- L-2 20,560
- SM-3 21,795
- SM-4 22,372
- L-5 22,914
- A - 22,993



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- 14 Bidders received 32 Contract Category Awards
- DMBE certified: 4 Small – 2 Minority – 1 Women – 2 Women only
- Contract Numbers are E194-1141-01-09VP through E194-1141-14-09VP



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- Category commodity award includes market basket, discounts and all items all offered by the contractor in that category.



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- All contracts awarded from the solicitation begin with E194-1141-.
- All are optional use.
- Award was made to more than one contractor in most categories.



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- <http://eva.virginia.gov/>
- Quick Links
- State Contracts



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Virginia State Contracts

- **Description:** - “MRO” (search)
- See all of the MRO contracts (plus one that isn't).



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Virginia State Contracts

- **Contract:** E194-1141 (search)
- Enter the prefix (E194-1141): all of the MRO contracts will show

Virginia State
Contracts[Excel](#)Description: Buyer: Contract: NIGP: [Search](#)[Clear](#)[Engineering &
Building Contracts](#)[VITA Contracts](#)[Vehicle Contracts](#)[Tire Contracts](#)[Carpet Contracts](#)

| Number | NIGP | Description | Contractors | Restriction | Mandatory | Ends | Buyer |
|---------------------------------|-------|--|---|------------------|-----------|------------|-------------------------------|
| E194-1141-03-09 | 28500 | MRO - Adhesives, Sealents, Machining and Welding Supplies (VAPP) | <ul style="list-style-type: none"> W. W. Grainger | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-02-09 | 28506 | MRO - Advance Ballast, GE Ballast, Filters (VAPP) | <ul style="list-style-type: none"> Graybar Electrical | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-07-09 | 67000 | MRO - Air Conditioners and Plumbing (VAPP) | <ul style="list-style-type: none"> Configuration, Inc.-M,S | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-04-09 | 03100 | MRO - Air Conditioners, Plumbing and Motors (VAPP) | <ul style="list-style-type: none"> B3 Enterprises LLC-M,S | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-05-09 | 03100 | MRO - Air Conditioners, Plumbing, Motors and Tools (VAPP) | <ul style="list-style-type: none"> MSC Industrial Supply | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-09-09 | 28500 | MRO - Ballast, Advance, Electrical, Lamps, Philips, Tuff Guard, Halco (VAPP) | <ul style="list-style-type: none"> Mayer Electric Supply Co., Inc.-W | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-13-09 | 03140 | MRO - Fans & Accessories (VAPP) | <ul style="list-style-type: none"> 3NR Distribution, Inc.-W,S | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-12-09 | 03140 | MRO - Fans & Accessories; Tools-Power & Hand (VAPP) | <ul style="list-style-type: none"> Management Consulting, Inc.-W | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-14-09 | 27047 | MRO - Fasteners, Hardware & Lubes (VAPP) | <ul style="list-style-type: none"> Fastenal Company | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-01-09 | 03144 | MRO - Filters (VAPP) | <ul style="list-style-type: none"> Tri-Dim Filter Corp. | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-06-09 | 28550 | MRO - Lamps - Philips (VAPP) | <ul style="list-style-type: none"> Dnn's Enterprises-C | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |





Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Virginia State Contracts

Description - Commodity Specific

- Plumbing
- Lamps
- Motors
- Filters



Virginia's Total e-Procurement Solution - Contracts

eVA Home



Virginia State Contracts

Excel

Description:

Buyer:

Contract:

NIGP:

Search

Clear

[Engineering & Building Contracts](#)

[VITA Contracts](#)

[Vehicle Contracts](#)

[Tire Contracts](#)

[Carpet Contracts](#)

| Number | NIGP | Description | Contractors | Restriction | Mandatory | Ends | Buyer |
|---------------------------------|-------|---|--|------------------|-----------|------------|-------------------------------|
| E194-1141-07-09 | 67000 | MRO - Air Conditioners and Plumbing (VAPP) | <ul style="list-style-type: none"> Configuration, Inc.- M,S | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-04-09 | 03100 | MRO - Air Conditioners, Plumbing and Motors (VAPP) | <ul style="list-style-type: none"> B3 Enterprises LLC- M,S | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |
| E194-1141-05-09 | 03100 | MRO - Air Conditioners, Plumbing, Motors and Tools (VAPP) | <ul style="list-style-type: none"> MSC Industrial Supply | State & Locality | No | 04/30/2011 | CHRIS NICHOLS |





Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Contract Files

| Document | Contract Number |
|---|------------------------|
| ■ <u>Contract Award</u> | E194-1141-07-09 |
| ■ <u>Air Conditioners</u> | E194-1141-07-09 |
| ■ <u>Plumbing</u> | E194-1141-07-09 |



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Contract Award E194-1141-07-09

- Basic contract information-Award Date
- Expiration of initial two year term
- Contact information-locations, zones, contacts, phone numbers
- List the Awarded Market Baskets



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Instructions - Page 2 of each contract

- Purchase orders
- Special delivery
- Freight policy
- Returns – Contractor's error
- Returns – Buyer's error
- Restocking fees



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- Files listed under “Contract Award” are the commodities awarded to the Contractor. In the file...
- Market Basket items are listed first.
- Manufacturer discounts and catalog discounts are shown below the Market Basket items.



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- Contractors' Punch-out catalogs.
- Contract numbers- Must be Entered On ALL Purchase Orders.



Facilities Maintenance, Repairs and
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THE END

QUESTIONS?