

FORUM 2017: Creating Connections Together



Contract Crossword

Brix Driskill, Matt Fritzing, Tina Rodriguez



Contract Crossword



Contract Crossword

- Each table work as a team to answer all the clues in the crossword puzzle (5- 10 minutes)
- There are no spaces between words in the puzzle
- We will go over each answer
- Each table that provides a correct answer will receive a tasty treat!



Contract Crossword



MTM
Gwen Gilliard
gilliard@recognitionconcepts.com

O. C. Tanner
Lauren Austin
lauren.austin@octanner.com

Contract Officer:
Brix Driskill
heather.driskill@dgs.virginia.gov

- E194-1425 O. C. Tanner, and E194-1426 MTM Recognition, Employee Service Awards
- Currently in a contract extension
- To view current items use:
 - http://www.eawardcenter.com/u/0000481248/20en_US for O.C. Tanner
 - <http://awards.mtmrecognition.com/stateofva-cw> for MTM





Contract Crossword



CNH Industrial
Wayne Crow, Account Mgr.
Wayne.crow@newholland.com

Contract Officer:
Katherine Bosdell
katherine.bosdell@dgs.virginia.gov

- E194-1482, Ground Maintenance Equipment CNH Industrial America LLC
- Category 1 - Heavy Duty Equipment 28% - 35% off List
- Category 2 - Tractors 24% - 29% off List
- Category 2 – Attachments / Implements 24% off List
- Category 3 Tractor Towed PTO Driven Equipment 24% off List



Contract Crossword



- E194-1483, Ground Maintenance Equipment Deere & Company
- Turf Equipment – 16% - 23% off MSRP
- Golf Equipment – 21% off MSRP
- Ag Equipment – 18% - 23 % off MSRP
- Frontier Equipment 18% off MSRP

Deere & Company
Paul DeMaine, Government Business
Manager
GovContractSupport@JohnDeere.com

Contract Officer:
Katherine Bosdell
katherine.bosdell@dgs.virginia.gov



Contract Crossword



- E194-1484, Ground Maintenance Equipment John Deere Construction Retail Sales
- Category 1 – Heavy Duty Equipment 23% - 41 % MSRP

John Deere Construction Retail Sales
(JDCRS)
Richard Murga, Account Manager
MurgaRichard@JohnDeere.com

Contract Officer:
Katherine Bosdell
katherine.bosdell@dgs.virginia.gov



Contract Crossword



The Toro Company
Peter Whitacre, Sales Mgr. State &
Local
Peter.Whitacre@toro.com

Contract Officer:
Katherine Bosdell
katherine.bosdell@dgs.virginia.gov

- E194-1485, Ground Maintenance Equipment The Toro Company
- Commercial Division Products
 - Tractor Units 20% off List
 - Attachments and Accessories 20% off List
- Landscape Division Turf Products
 - Tractor Units 30% off List
 - Attachments and Accessories 15% off List
- Landscape Division Snow Products
 - Tractor Units 20% off List
 - Attachments and Accessories 15% off List





Contract Crossword



- E194-75548, Transit Bus, Gillig LLC,
- Optional Statewide Contract
- 30 ft., 35 ft., and 40 ft. Low Floor Transit Bus
- 35 ft., 40 ft., and 45 ft. Trolley Bus

Gillig, LLC
James Ryan, Sales
jim.ryan@gillig.com

Contract Officer:
Denis Donahue
dennis.donahue@dgs.virginia.gov



Contract Crossword



- E194-75548, Transit Bus New Flyer of America
- Diesel, Hybrid and CNG engines
- 30 ft., 35 ft, 40 ft., and 60 ft
- Offers Volume discount
 - 0.5% on 6-10
 - 1% on 11-15
 - 2% on 16+

New Flyer of America
John S. Andrews, Regional Sales
Manager
John-andrews@newflyer.com

Contract Officer:
Denis Donahue
dennis.donahue@dgs.virginia.gov



Contract Crossword



- E194-75548, Transit Bus Prevost Car US Inc
- 40 ft. Low Floor Transit Bus
- Diesel, Hybrid, CNG engine

NOVA Bus a Division of Prevost Car
(US) Inc.
Paul Chilkotowsky, Regional Sales
Manager
paul.chilkotowsky@volvo.com

Contract Officer:
Denis Donahue
dennis.donahue@dgs.virginia.gov



Contract Crossword



- E194-75548, Transit Bus Sonny Merryman Inc,
- El Dorado brand bus
- 30 ft., 35 ft., and 40 ft. Low Floor Transit Buses
- Diesel or CNG option
- Volume Purchase Discount
 - 1% on 6-10
 - 2% on 11-15
 - 3% on 16+

Sonny Merryman Inc.
Mark Roberts, Sr. V.P.
mark@sonnymerryman.com

Contract Officer:
Denis Donahue
dennis.donahue@dgs.virginia.gov





Contract Crossword



- E194-1277, Heating Oil and Emergency Generator Diesel Fuel
- Mandatory Use contract for all State Agencies, and is available for use by other public bodies to include higher education
- Takes 48 hours to establish an account
- Can request a waiver from this contract if annual heating fuel usage does not exceed 200 gallons

James River Solutions
Tracy Little
tracy@jrpenergy.com

Contract Officer:
Katherine Bosdell
katherine.bosdell@dgs.virginia.gov





Contract Crossword



Contract Officer:
Shawnda Brown
Shawnda.Brown@dgs.Virginia.gov

- E194-75647, Temporary Medical Worker Services
- Contractors is order of priority and zones served
- Home Care Advantage, All
- Gateway Healthcare Professionals, 97, 98, 99, 100, 101, 102
- Delta-T Group Virginia, Inc., All
- Abacus Corporation, All
- Premier Staffing Source, Inc., All
- @Work Personnel & Medical Services, 97, 98, 101, 102, 103





Contract Crossword



S&S Worldwide, Inc.
Erin Hemingway
bids@ssww.com

Contract Officer:
Danielle Keeton
danielle.keeton@dgs.virginia.gov

- E194-72945, Arts and Crafts Equipment and Supplies: Educational
- S&S Worldwide www.ssww.com
- Minimum order of \$25.00
- For use on items that are not available from a mandatory source or mandatory use contract
- 20% off catalog price on Artist Equipment and Supplies, Crafts general and specialized, and Educational Games.





Contract Crossword



- E194-779, Voyager Fuel Card
- Accepted at 90% or retail fuel stations in the Commonwealth list can be found a Fleets website
- Orders when placed in eVA SHALL have a PO category of X02 – Exempt [14.9,c(9)]
 - Failure to properly code these orders results in incorrect fees assessed to the contractor and requires weekly reconciliation to correct.

Mansfield Oil Company

Josh Epperson

jepperson@mansfieldoil.com

Contract Officer:

Matt Fritzing

Matthew.fritzing@dgs.virginia.gov





Contract Crossword



www.abeeny.com - BTRKGE

Guernsey, Inc.
Gordon Thrall
gthrall@buyguernsey.com

Contract Officer:
Kirby Battle
Kirby.Battle@dgs.virginia.gov

- E194-72924, Office Supplies
- Optional Statewide Contract
- Check contract for correct Region contact. Account Managers are divided into 3 Regions serving different zones
- Mandatory Sources are still required to be checked with first
- The exception is VIB has partnered with these companies and their branded writing instruments can be purchased.
 - Search keyword “VIB”



Contract Crossword

the
**SUPPLY
ROOM
COMPANIES**

- E194-72924, Office Supplies
- Optional Statewide Contract
- Mandatory Sources are still required to be checked with first
- The exception is VIB has partnered with these companies and their branded writing instruments can be purchased.
 - Search keyword “blind”.

The Supply Room Companies
Suzanne Tate, Billing/Administration
state@tsrcinc.net

Contract Officer:
Kirby Battle
Kirby.Battle@dgs.virginia.gov





Contract Crossword



Contract Officer:
Monique Curley
Monique.curley@dgs.Virginia.gov

- E194-1383 Express Delivery Service
- No need to ship next day within Commonwealth, Ground is guaranteed next day
- Can ship hazardous materials like newborn screenings
- LTL is an option under this contract
- Orders when placed in eVA SHALL have a PO category of X02 – Exempt [14.9(c)(8)].





Contract Crossword



Bank of America:
Kevin Larkin
kevin.larkin@baml.com

Virginia Dept. of Accounts:
Amanda Morris
amanda.morris@doa.virginia.gov

Contract Officer:
Shawnda Brown
Shawnda.brown@dgs.Virginia.gov

- E194-73519, Small Purchase Charge Card
- Single transactions typically \$5,000 or less.
- Monthly limit is typically \$50,000 or less
- Gold Cards are offered with special request and have higher single transaction limits and monthly limits.
- Must still follow Small Purchase Procedures (Micro and Small businesses)
- Used to streamline invoice processing.





Contract Crossword



- E194-73321, School Buses Blue Bird Bus Sales
- Discounts are offered based on quantity ordered
- All orders must be placed in eVA.

Blue Bird School Bus
 Kirk Burns
kburns@bluebirdva.com

Contract Officer:
 Katherine Bosdell
Katherine.Bosdell@dgs.Virginia.gov

	16	22	24	30	35	42	53	65	71	77	83
Type A	G	G	G/P								
Type C					D/G		D/G/P	D/G/P	D/G/P	D/G/P	
Type D (front engine)						D	D	D	D	D	

G – Gas
 D – Diesel
 P - Propane



Contract Crossword



- E194-73321, School Buses Kingmor Supply, Inc.
- Discounts are offered based on quantity ordered
- All orders must be placed in eVA.

Kingmor Supply, Inc.
 Steve Mitchell
steve@kingmorsupply.com

Contract Officer:
 Katherine Boddell
Katherine.Boddell@dgs.Virginia.gov

	16	24	35	42	53	65	71	72	77	78	84
Type A	G	G									
Type C			D		D	D/P	D/P		D/P		
Type D (front engine)								D	D	D	D

G – Gas
 D – Diesel
 P - Propane



Contract Crossword



- E194-73321, School Buses
Sonny Merryman
- Discounts are offered based on quantity ordered
- All orders must be placed in eVA.

Sonny Merryman
Floyd Merryman
floyd@sonnymerryman.com

Contract Officer:
Katherine Bosdell
Katherine.Bosdell@dgs.Virginia.gov

	16	24	35	42	53	65	66	71	72	77	78	83	84
Type A	G	G											
Type C			D		D	D		D		D			
Type D (front engine)				D	D	D		D		D		D	
Type D (rear engine)							D		D		D		D

G – Gas
D – Diesel
P - Propane





Contract Crossword



Mansfield Oil Company
Josh Epperson
Jepperson@Mansfield.com

Contract Officer:
Matt Fritzing
Matthew.Fritzing@dgs.Virginia.gov

- E194-73737 Statewide Bulk Motor Fuel Program – Mansfield Oil
- For the procurement of large volumes of motor fuel, delivered and stored at your facility.
- Mansfield has the following zones
 - Bristol
 - Hampton Roads
 - Salem
 - Lynchburg
- Minimum Order – 300 Gallons
- Does not cover Emergency Generator Diesel.



Contract Crossword



Quarles Petroleum
Erin Rogalla
Ebochert@quarlesinc.com

Contract Officer:
Matt Fritzing
Matthew.Fritzing@dgs.Virginia.gov

- E194-73737 Statewide Bulk Motor Fuel Program – Quarles Petroleum
- VCUST Number – VS0000167517
- For the procurement of large volumes of motor fuel, delivered and stored at your facility.
- Mansfield has the following zones
 - Northern VA
 - Culpeper
 - Richmond
 - Fredericksburg
 - Staunton
- Minimum Order – 500 Gallons
- Does not cover Emergency Generator Diesel.





Contract Crossword



Contract Officers:

Matt Fritzinger

Matthew.Fritzinger@dgs.Virginia.gov

Duane Sheppard

Duane.Sheppard@dgs.Virginia.gov

- Future NASPO ValuePoint Contract
- Virginia is lead agency
- This will be a national contract.
- This is for Unmanned Aerial Systems (Drones) Services such as:
 - Emergency Support Services
 - *Land Surveying Services*
 - Police Support
 - Video Production Services





Contract Crossword



- National Association of State Procurement Officers
- Non-profit that coordinates procurements across state lines
- Several contracts currently available are part of NASPO ValuePoint:
 - Ground Maintenance Equipment
 - Parks and Recreation Equipment
 - Training Services for Procurement Professionals
 - Vehicle Lifts and Related Garage Equipment
 - AED's





Contract Crossword



Contract Officer:
David Huertas
david.huertas@dgs.virginia.gov

- MMCAP
- Requires approved membership application. Purchases must be used for and by the citizens of the Commonwealth.
- Shareback credit – the more you spend the more discount you get.
- Can receive larger shareback credit by paying invoices early (e.g. 30, 15, or 7 days).
- MMS15001 pharmaceutical purchases must be placed in eVA and are coded X02 (APSPM 14.9(b)(8)).





Contract Crossword

2017 NISSAN
LEAF

107 MILE
RANGE
30 KWH
LITHIUM-ION
BATTERY



- E194-76032 Nissan Leaf S Electric Car \$22,658.00
- Hall Automotive
- 4 electrics vehicles have been purchased off the contract. 3 out of 4 have gone to localities
- Only fully electric passenger vehicle

Hall Automotive:

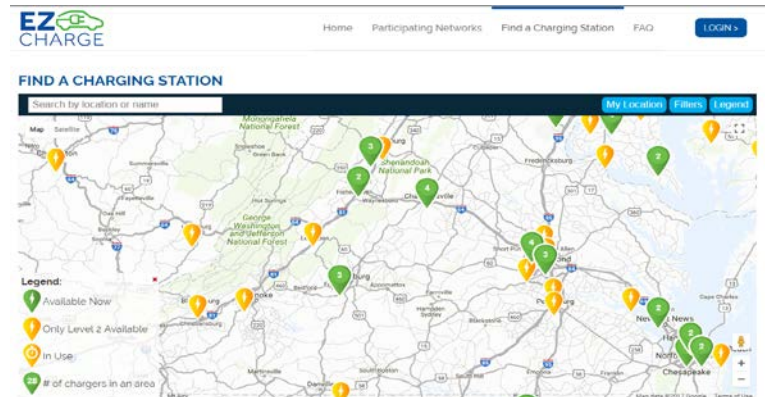
Skip Webb

skip@hallauto.com

Contract Officer:

Dell Forehand

dell.forehand@dgs.virginia.gov



map





Contract Crossword



Transworld Systems Inc. (TSI)
Eileen Phelps, Client Services Mgr.
eileen.phelps@tsico.com

Alltran (Formerly ERS)
Have not appointed new contact.
Brix Driskill for questions

Contract Officer:
Brix Driskill
heather.driskill@dgs.virginia.gov

- E194-1488 with TSI and E194-1489 with Alltran formerly ERS
- Optional use contract for state agencies and localities
- Code of Virginia, Virginia Debt Collection Act, states that all state agencies and institutions shall take all appropriate and cost-effective actions to aggressively collect all accounts receivable.
- Contractors charge collection fee, expressed as a percentage on amounts collected





Contract Crossword



Basic Auto Sales
Korry Hummer
korryhummer@aol.com

Contract Officer:
Dennis Donahue
Dennis.Donahue@dgs.Virginia.gov

- E194-72879 Used Vehicles – Passenger Cars, Vans, SUV's and Crossovers, Light Duty Trucks
- The cost of the used vehicle can not exceed the price of a comparable new vehicle on a DPS contract
- Vehicle shall not be more than 1 model year prior to most current production model year
- The odometer reading shall not exceed 30,000 miles





Contract Crossword



- New contracts!!!
 - E194-76604 Interpretation & Translation Services
 - E194-78196 Fire Trucks and Fire Apparatus



Contract Crossword

Did you Know?

- The State Financial Warranty Clause requires vendors to give DPS the best or better of any pricing offered to any other public body in the Commonwealth?
- Department of Purchases and Supply managers approximately 300 mandatory and optional use non technology contracts for goods and services
- Utilizing Statewide Contracts offers you agency time savings, best value, and ability to establish a long term supplier relationship



Contract Crossword

Top 10

- E194-73321 School Buses \$48,448,726.00
- E19472989 Temporary Personnel Services \$36,580,533.00
- E194-73737 Bulk Motor Fuel \$21,086,952.00
- E194-75223 Vehicles: Police Ford Utility & Sedan \$13,497,357.00
- E194-73039 Laboratory Equipment & Supplies \$12,820,361.00
- E194-73142 MRO \$12,007,097.00
- E194-73326 Vehicle: Pick Up Truck \$11,960,952
- E194-72924 Office Supplies and Equipment \$6,578,283.00
- E194-72717 Propane \$5,702,109.00
- E194-749 Natural Gas \$3,766,931.00



Contract Crossword

PIM 34

14.7 Documentation of Purchase Transactions.

a. Electronic Files: Electronic files created in eVA and any attached from other sources are acceptable as documentation to support the why, who, what, when, where and how of purchase transactions and receiving reports. **If the order is against a term contract, then the contract number shall be included on the order in the contract number field.** Paper documents need not be printed and maintained. Reports are available in eVA to provide sufficient detail to support the basis and history of each purchase. Any transaction that cannot be fully documented electronically should contain a cross-reference (what and where) to any other documents, such as large drawings or other files maintained as a hard copy.



Contract Crossword



My Home My Orders/My UPs My Approvals My Quick Quote Req's

Create Search Manage Recent Preferences

PR7694332: Test

Items: 0 Total: \$0.00000

If you cannot locate the item you want in the catalog, request a non-catalog item using the fields below. Non-catalog items may take longer to process because your purchasing department may get involved.

Full Description: *Enter a description for this item.

NIGP Commodity Code: 40500 - FUEL, OIL, GREASE AND LUBRICANTS

Supplier: QUARLES PETROLEUM II

Location: STATE OF VIRGINIA BULK M [select]

Reg. Type: Self-Registered

Supplier Part Number:

Contract List: (Pick from List)

Contract #: E194 | 1/5/19 | E194-73737 | Strategic solution for the provision of bulk motor fuel
| | | | Item on contract but number not in list
| | | | Not On Contract

Supplier Auxiliary Part ID:

Quantity: 1

Unit of Measure: each

Price: \$0.00000 USD

Amount: \$0.00000 USD

Receiving Method: Quantity





Contract Crossword

Make sure to choose correct eVA customer number


Vendor Information


Vendor Location and HQ information

Vendor Information	HQ Information										
<p>Vendor Location Standard Name - eMail Supplier: Quarles Petroleum Inc</p> <p>Location Name - eMail Contact: FREDERICKSBURG VA Quarles Energy Services</p> <p>eVA Status: Active(Self-Registered) eVA ID: E37174 VLIN ID: VA10053445 Headquarter: Yes</p> <p>Order Address 9683 James Madison Hwy Warrenton, VA 20187</p> <p>Contact Information Contact: Richard Jones Phone No: 866-953-5823 Fax No: 540-439-2140</p>	<p>Headquarter Information HQ Legal Name: Quarles Petroleum Inc</p> <p>eVA ID: E37174</p> <p>Headquarter Ordering Address 9683 James Madison Hwy Warrenton, VA, 20187</p> <p>Vendor SWAM Certification #</p> <table border="1" style="width: 100%; border-collapse: collapse; margin-bottom: 5px;"> <thead> <tr style="background-color: #4f81bd; color: white;"> <th style="width: 33%;">Business Type</th> <th style="width: 33%;">Approve Date</th> <th style="width: 33%;">Expire Date</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #4f81bd; color: white;"> <th style="width: 50%;">PCard & Orders</th> <th style="width: 50%;">Purchase Order Dollars</th> </tr> </thead> <tbody> <tr> <td> Accepts P-Cards: Yes Accepts Visa: Yes Accepts Electronic Orders: Yes </td> <td> Current FY (2018): \$32,596.40 Past FY (2017): \$3,184,646.83 </td> </tr> </tbody> </table>	Business Type	Approve Date	Expire Date				PCard & Orders	Purchase Order Dollars	Accepts P-Cards: Yes Accepts Visa: Yes Accepts Electronic Orders: Yes	Current FY (2018): \$32,596.40 Past FY (2017): \$3,184,646.83
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Contract Crossword



Vendor Information



Vendor Location and HQ information

Vendor Information	HQ Information										
<p>Vendor Location Standard Name - eMail Supplier: Quarles Petroleum Inc</p> <p>Location Name - eMail Contact: State of Virginia Bulk Motor Fuel</p> <p>eVA Status: Active(Self-Registered) eVA ID: VS0000167517 VLIN ID: VA00105350 Headquarter: No</p> <p>Order Address 1701 FALL HILL AVE STE 200 FREDERICKSBURG, VA 22401</p> <p>Contact Information Contact: Customer Service Phone No: 855-242-5090 Fax No: 540-361-4674</p>	<p>Headquarter Information HQ Legal Name: Quarles Petroleum Inc</p> <p>eVA ID: E37174</p> <p>Headquarter Ordering Address 9683 James Madison Hwy Warrenton, VA, 20187</p> <p>Vendor SWAM Certification #</p> <table border="1"> <thead> <tr> <th>Business Type</th> <th>Approve Date</th> <th>Expire Date</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> <table border="1"> <thead> <tr> <th>PCard & Orders</th> <th>Purchase Order Dollars</th> </tr> </thead> <tbody> <tr> <td> Accepts P-Cards: No Accepts Visa: No Accepts Electronic Orders: Yes </td> <td> Current FY (2018): \$4,080,803.45 Past FY (2017): \$3,100,100.45 </td> </tr> </tbody> </table>	Business Type	Approve Date	Expire Date				PCard & Orders	Purchase Order Dollars	Accepts P-Cards: No Accepts Visa: No Accepts Electronic Orders: Yes	Current FY (2018): \$4,080,803.45 Past FY (2017): \$3,100,100.45
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NIGP Commodity Code(s)

NIGP Code	Description
40500	FUEL, OIL, GREASE AND LUBRICANTS



Contract Crossword

Contract Summary Slide

1

CONTRACT SUMMARY CONTRACT # E194-73737 VENDOR: QUARLES PETROLEUM Contract Title: Bulk Motor Fuel Program Culpeper, Staunton, Northern Virginia, Fredericksburg and Richmond Districts		
1	CONTRACT PERIOD:	November 20, 2015 to January 5, 2019
2	RENEWAL OPTIONS REMAINING	7 one year renewal options remain
3	COMMODITY CODE	41509, 41515
4	AUTHORIZED USERS:	See Below
5	eVA VENDOR ID#:	VS0000167517
6	CONTRACTOR / VENDOR	Quarles Petroleum, Inc.
7	CONTRACTOR CONTACT	Erin Rogalla 855-242-5090 ext. 8104 ebochert@quarlesinc.com
8	PAYMENT TERMS	Net 30
9	MINIMUM ORDER	500 Gallons
10	DPS CONTRACT OFFICER	Matt Fritzing 804-786-0078 Matthew.Fritzing@dgs.virginia.gov

AUTHORIZED USERS: The contract resulting from this competitive request for proposal program is available for the use of Commonwealth of Virginia agencies, institutions of higher education, political subdivisions and authorities (collectively "Authorized Users") as defined in Code of Virginia § 2.2-4301 located in the Culpeper, Staunton, Northern Virginia, Fredericksburg and Richmond VDOT districts. Use of the contract is mandatory for the purchase of bulk motor fuel for quantities in excess of 500 gallons for Executive Branch state agencies, unless exempted in writing by the Division of Purchases and Supply, or as otherwise exempted by the Code of Virginia. Use of the contract by all other Authorized Users and for all other goods and services described in the contract is optional.

ORDERING INSTRUCTIONS

- Ordering Method:** Unless otherwise instructed or exempted by DPS, all departments, institutions and agencies of the Commonwealth of Virginia using this contract must order items by issuing purchase orders through eVA. The orders will be governed by this agreement and the terms and conditions contained in the separate agreement for participation in eVA executed by the contractor. If this contract is authorized for use by localities, Virginia cities, counties, town and political subdivisions, they should place all purchase orders through eVA or eVA Lite.
- Purchase Order Information:** When placing an eVA non-catalog order, each line of the requisition must be identified with the correct Contractor Name and Location (eVA Vendor ID#), contract item number, full item description and the contract unit price. **The Contract Number(E194-73737) must be inserted in the Contract Number field for each line item of the order. Purchase orders not bearing the correct contract number in the appropriate location will be non-compliant and may not be considered a purchase against this contract.**
- Ordering Entity Acceptance:** Inspection and acceptance upon delivery and approval of vendor's invoice is the responsibility of the receiving entity.
- Complaints:** Any complaint that is due to a violation or breach of the Contract provisions, shall be reported on an official DPS "PROCUREMENT COMPLAINT FORM" (Form # DGS-41-024). To facilitate notification, this form shall be completed by the ordering entity and sent to the contract vendor, with a copy sent to DPS to the address shown on the form. Contract vendors shall also use this form to initiate complaints concerning entities. Contract vendors shall also use this form to initiate complaints concerning entities. This form may be downloaded from the internet at www.eva.virginia.gov (Click on the Buyer tab, then on "Procurement Complaint Form").

A COMPLETE COPY OF THIS CONTRACT AND ANY ASSOCIATED CONTRACT GUIDANCE ARE AVAILABLE ON THE DPS WEBSITE.



FORUM 2017: Creating Connections Together

