

# INVITATION TO BID

State of Ohio  
Department of Administrative Services  
General Services Division  
Office of Procurement Services

The Original Signed Bid must be submitted to the Office of Procurement Services to receive consideration for award.		BIDDER NAME	
BID NUMBER <b>RS904313</b>	OPENING DATE (1:00 p.m.) <b>June 17, 2013</b>	STREET ADDRESS <input type="checkbox"/> Check if remit address is different and list on separate sheet	
General Services Division Office of Procurement Services 4200 Surface Road Columbus, OH 43228-1395 Attn: Bid Desk		CITY STATE ZIP	
		COUNTY	MBE/EDGE CERTIFICATE NUMBER
		TELEPHONE NO. ( )	TOLL FREE NO. 1 - ( )
		CONTACT PERSON	FAX NO. ( )
REQ./INDEX NO. <b>GDC018</b>	BID NOTICE DATE <b>June 03, 2013</b>	CONTRACTOR'S E-MAIL ADDRESS	

SELECT YOUR PREFERRED METHOD OF RECEIVING PURCHASE ORDERS AND ENTER THE E-MAIL OR FAX NUMBER INFORMATION (ONLY SELECT ONE METHOD)

E-Mail  Fax

In addition to the standard terms for payment, the payment terms for state agency(ies) will be 2%, 10 Days, Net 30 Days unless otherwise stated in the following space. If no discount is offered, bidder should circle "Net 30 Days". \_\_\_\_%, \_\_\_\_ Days, Net 30 Days

**PARTICIPATING AGENCY(IES):** ALL STATE AGENCIES, AND PROPERLY REGISTERED COUNTIES, TOWNSHIPS, MUNICIPAL CORPORATIONS, REGIONAL TRANSIT AUTHORITIES, REGIONAL AIRPORT AUTHORITIES, PORT AUTHORITIES, SCHOOL DISTRICTS, CONSERVANCY DISTRICTS, TOWNSHIP PARK DISTRICTS AND PARK DISTRICTS, PURSUANT TO SECTION 125.04(B) OF THE OHIO REVISED CODE, THE COOPERATIVE PURCHASING ACT. STATE UNIVERSITIES, STATE VOCATIONAL SCHOOLS, STATE COMMUNITY COLLEGES OR OTHER INSTITUTIONS OF HIGHER EDUCATION MAY USE THESE CONTRACTS. SUCH USE, HOWEVER, IS BASED UPON EACH ENTITY'S PROCUREMENT AUTHORITY.

## MINORITY SET-ASIDE BID IN ACCORDANCE WITH ORC CH. 125.081

THE DEPARTMENT OF ADMINISTRATIVE SERVICES, OFFICE OF PROCUREMENT SERVICES, IS SOLICITING BIDS FOR:

### JANITORIAL SUPPLIES

**TERM OF CONTRACT:** This Invitation to Bid is to establish a requirements contract to procure the described supplies or services on behalf of the above participating agency(ies). The agency(ies) may place orders against the Contract beginning 06/28/13 or upon the date when DAS signs the Contract, whichever is later in time. The Contract will expire 05/30/15 unless DAS terminates the Contract based upon reasons set forth in Article I-C of the Standard Contract Terms and Conditions. No agencies may place purchase orders against the Contract beyond the expiration date unless DAS renews the Contract by amendment. The Contractor may begin performance under the Contract only upon receipt of a valid order from a participating state agency.

**INSTRUCTIONS TO BIDDERS AND CONTRACT TERMS AND CONDITIONS,** Revised 09/2012, are a part of this Invitation to Bid. Copies may be downloaded by clicking on this link: [Instructions: Terms and Conditions for Bidding, Standard Contract Terms and Conditions, and Supplemental Contract Terms and Conditions](#). All prior versions of Instructions to Bidders, Contract Terms and Conditions are null and void.

By submitting this Invitation to Bid, the Contractor certifies that Contractor has truthfully disclosed the location(s) where all services are to be performed; the location(s) where all applicable State contract data is to be maintained or made available; and the principal location of business for the Contractor and all subcontractors. The Contractor further certifies and acknowledges that Contractor will not change the country of the location(s) where services are performed and will not change the country of the location(s) where data is maintained or made available without prior written consent of the State.

Any questions or clarifications regarding this Invitation to Bid should be directed to the Office of Procurement Services through the Internet at [www.ohio.gov/procure](http://www.ohio.gov/procure). All questions should be submitted a minimum of three (3) working days prior to the bid opening date.

PRINTED/TYPED SIGNATURE	AUTHORIZED SIGNATURE (ORIGINAL SIGNATURE ONLY) (Please sign in blue ink)	DATE
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The ORIGINAL signed Bid must be submitted to the Office of Procurement Services by 1:00 o'clock p.m., on the above listed opening date to receive consideration for award. It is requested that the Bidder NOT sign their bid in BLACK ink. BIDDER CERTIFIES, by signature affixed to its bid, that the information provided by it in its bid including the certified statements, is accurate and complete. Bidder declares to have read and understood and agrees to be bound by all of the instructions, terms, conditions and specifications of this Invitation to Bid and agrees to fulfill the requirements of any awarded contract at the prices bid.

## REQUIRED CERTIFICATION FOR BIDDING

Those bidders claiming preference for Domestic Source End Products and/or the Ohio preference, pursuant to Revised Code Sections 125.09 and 125.11 and Administrative Code Section 123:5-1-06 must complete the following information. Bidders who qualify as an "Ohio" bidder (offer an Ohio product or who have significant Ohio economic presence) or who qualify as a Border State bidder are eligible to receive a five percent (5%) preference over non-Ohio/Border state bidders. The state reserves the right to clarify any information during the evaluation process. **BIDDERS MUST COMPLETE THIS CERTIFICATION TO RECEIVE THE PREFERENCE.**

**A. DOMESTIC PREFERENCE (BUY AMERICA): [Not applicable to "Excepted Products"]**

1. Where is each product/services being offered mined, raised, grown, produced or manufactured?
  - United States: \_\_\_\_\_(State)     Canada     Mexico    (Go to B-1)
  - Other: (Specify Country)\_\_\_\_\_ (Go to A-2)
  
2. End product is manufactured outside the United States and at least 50% of the cost of its components are produced, mined, raised, grown or manufactured within the United States. The cost of components may include transportation costs to the place of manufacture and, in the case of components of foreign origin, duty whether or not a duty free entry certificate is issued.
  - Yes (Go to Section B-1)     No (Go to Section A-3)
  
3. The Bidder hereby certifies that each end product, except the products listed below, is a domestic source end product as defined in the Buy America Act and that components of unknown origin have been considered to have been mined, produced, grown or manufactured outside the United States.

\_\_\_\_\_ (Item) \_\_\_\_\_ (Country) of  
Origin)

\_\_\_\_\_ (Item) \_\_\_\_\_ (Country) of  
Origin)

A domestic end source product is deemed to be excessively priced if it exceeds the cost of the foreign product by more than 6%. Pursuant to FAR, Part 25, the state of Ohio does not acquire supplies or services that cannot be imported lawfully into the United States. The contractor, their subcontractor(s) and any agent of the contractor or subcontractor must not acquire any supplies or services originating from sources within, or that were located in or transported from or through Cuba, Iran, Iraq, Libya, North Korea, Sudan Territory of Afghanistan controlled by the Taliban, or Serbia (excluding the territory of Kosovo).

**B. OHIO PREFERENCE (BUY OHIO):**



1. The products/services being offered are raised, grown, produced, mined or manufactured in Ohio.
  - Yes (Go to C)     No (Go to B-2)
  
2. Bidder has significant economic presence within the state of Ohio.
  - Yes (Answer a, b, c, d below)     No (Go to B-3)
  - a) Bidder has paid the required taxes due the state of Ohio     Yes     No
  - b) Bidder is registered with the Ohio Secretary of State
    - Yes (Charter/Registration No.: \_\_\_\_\_)     No
 Questions regarding registration should be directed to (614) 466-3910 or visit their web site at: <http://www.sos.state.oh.us/>
  - c) Bidder has ten or more employees based in Ohio or border state.     Yes     No (Go to B-2d)
  - d) Bidder has seventy-five percent or more employees based in Ohio or border state.
    - Yes     No (Go to B-3)
  
3. Border state bidder:
  - Yes (Specify which state then go to B-2c):     KY     MI     NY     PA     IN     No (Go to B-4)
  
4. Border state bidder: mined products mined in respective border state     Yes     No     Not Applicable

**C. E.D.G.E. DESIGNATION**

Bidder is certified E.D.G.E. business     Yes     No

For information on E.D.G.E. designation, please visit the DAS Equal Opportunity Division website at: <http://www.das.ohio.gov/Divisions/EqualOpportunity/tabid/80/Default.aspx>

## SPECIAL CONTRACT TERMS AND CONDITIONS

**AMENDMENTS TO CONTRACT TERMS AND CONDITIONS:** The following Amendments to the Contract Terms and Conditions do hereby become a part hereof. In the event that an amendment conflicts with the Contract Terms and Conditions, the Amendment will prevail.

**SPECIFICATION QUESTIONS:** Information regarding submission of questions and clarifications for this Bid is provided on page one (1) of the Bid. Through the indicated inquiry closure date, Bidders may visit the Procurement Services website to post Bid related questions at <[www.ohio.gov/procure](http://www.ohio.gov/procure)>. Answers to all Bidder questions will be posted on the Procurement Services website and linked to the Bid Number. Bidders can make their own inquiry and/or review all inquiry questions/responses from the same website page from which the Bid document is downloaded. The State will make every effort to respond to website inquires within forty-eight (48) hours of receipt. The State will not respond to any verbal or written questions received through any other medium. No prospective Bidder shall respond to any verbal instructions or changes to this Bid. Only Bid communications, issued by the Department of Administrative Services, Office of Procurement Services, in a public, published format, will be considered valid.

**MANDATORY/REQUIRED SUBMISSIONS:** As specified, mandatory submissions must be submitted with the Bid Response. Required documentation/materials should be submitted with the Bid. If not submitted with the Bid, the Bidder must provide the said documentation/materials within three (3) business days, after notification, to the Office of Procurement Services. Failure to provide mandatory submissions with the Bid Response or failure to provide the required documentation/materials, as applicable, within the stated time period will result in the Bidder being deemed as not responsive and the Bid Response will be immediately disqualified with no further consideration given for potential awarding of the Contract.

**DELIVERY AND ACCEPTANCE:** Supplies will be delivered to the participating agency within thirty (30) days after receipt of order and, in accordance with paragraphs S-8, S-9, and S-10 of the SUPPLEMENTAL CONTRACT TERMS AND CONDITIONS. The delivery location will be noted on the purchase order issued by the participating agency. Acceptance (transfer of title) will occur upon the inspection and written confirmation by the ordering agency that the supplies delivered conform to the requirements set forth in the Contract. Unless otherwise provided in the Contract, acceptance shall be conclusive except as regards to latent defects, fraud, or such gross mistakes as amount to fraud.

**DESCRIPTIVE LITERATURE:** The Bidder may be required to submit descriptive literature of the supplies or services being offered. If requested, the literature will be used in the evaluation process to determine the lowest responsive and responsible Bidder. If not provided as part of the Bid Response, the Bidder must provide said literature within three (3) calendar days after request/notification by the Office of Procurement Services to do so. Any references, that may appear in the descriptive literature, that may alter the terms and conditions and specifications of the Bid (e.g. F.O.B. Shipping Point or Prices Subject to Change), will not be part of any Contract and will be disregarded by the state of Ohio. Failure of the Bidder to furnish descriptive literature either as part of their Bid Response or within the time specified herein will deem the Bidder not responsive.

**EXCLUDED ITEMS:** (State Agencies Only) In accordance with the Ohio Revised Code Section 5147.07, 125.60 through 125.6012, 5119.16 and 3304.28 through 3304.33 state agencies are required to purchase through Ohio Penal Industries (OPI); Community Rehabilitation Programs (CRP); Department of Mental Health (DMH) Office of Support Services (Central Warehouse and Pharmacy Services); and Rehabilitation Services Commission (RSC). State agencies must obtain a waiver from OPI, CRP, DMH Central Warehouse or Pharmacy Services, and/or RSC to procure from this Contract.

**PRODUCT SAMPLES:** The Bidder(s) may be required to submit samples of the supplies being offered. The samples will be used in the evaluation process to determine the lowest responsive and responsible Bidder. If not included as part of their Bid response, the Bidder will be required to provide the samples within three (3) days after notification. Failure to provide the samples within the stated time period will result in the Bidder being deemed not responsive. After award of the Contract, the samples will be used as a basis of comparison with actual product delivered under contract. Any variation between the samples and product being delivered will be considered as an event of default. Any variations between the samples and actual product being delivered that are due to manufacturer changes may be acceptable and shall require prior written approval from DAS.

**CONTRACT AWARD:** The Contract will be awarded to the lowest responsive and responsible Bidder by low lot total.

**EVALUATION:** Bids will be evaluated in accordance with Article I-17 of the "Instructions to Bidders". In addition, the State will: determine the annual Lot Total for the contract year by multiplying Catalog (List) Unit Price by Quantity and adding the totals for the Lot Total. To calculate the Total Low Lot, the Lot Total will be multiplied by the discount % off catalog and that amount will be subtracted from the Lot Total to arrive at Total A; the Lot Total will also be multiplied by the discount % off quantity off purchase of multiple items and that amount will be subtracted from the Lot Total to arrive at Total B. Both Total A and Total B will be added together to arrive at the Total Low Lot. The contract will be awarded to the lowest TOTAL LOW LOT, responsive and responsible bidder.

Bidder should bid all items. Failure to bid all items may deem the bid as non-responsive and no further consideration given. Bidder must submit an electronic catalog with bid, containing no less than 4,000 items, including those listed herein, related to janitorial supplies. Failure to submit this catalog will deem the bid as not responsive.

## SPECIAL CONTRACT TERMS AND CONDITIONS

**SPECIFIED MANUFACTURER:** Equal consideration will be given for all and any alternative manufacturer Bid. If it is ascertained that the alternative meets or exceeds the specifications, low cost will govern the award.

**USAGE REPORTS:** Every twelve (12) months the Contractor must submit a report (written or on disk) indicating sales generated by this Contract. The report shall list usage by customer, by line item, showing the quantities/dollars generated by this Contract. The report shall be forwarded to the Office of Procurement Services, 4200 Surface Road, Columbus, OH 43228-1395, Attn: Geraldine Berry.

**COOPERATIVE PURCHASING CONTRACT:** This Contract may be relied upon by Ohio institutions of higher education and Ohio political subdivisions. Ohio political subdivisions include any county, township, municipal corporation, school district, conservancy district, township park district, park district created under Chapter 1545 of the Revised Code, regional transit authority, regional airport authority, regional water and sewer district, port authority or any other political subdivision as described in the Ohio Revised Code. To qualify to use this Contract the political subdivision must be currently enrolled in the State's Cooperative Purchasing Program. Purchases made from this Contract by a political subdivision that is not properly registered with the State's Cooperative Purchasing Program will be a violation of law and may be contrary to the political subdivision's competitive bidding requirements. If a political subdivision or institution of higher education relies upon this Contract to issue a purchase order or other ordering document, the political subdivision or institution of higher education "steps into the shoes" of the State under this Contract. The political division's or institution of higher education's order and this Contract are between the Contractor and the political subdivision or institution of higher education. The Contractor must look solely to the political subdivision or institution of higher education for performance, including payment. The Contractor agrees to hold the state of Ohio harmless with regard to political subdivisions and institution of higher education's orders and political subdivision's and institution of higher education's performance. DAS may cancel this Contract and may seek remedies if the Contractor fails to honor its obligations under an order from a political subdivision or institution of higher education.

**CONTRACTOR QUARTERLY SALES REPORT:** The Contractor must report the quarterly dollar value (in U.S. dollars and rounded to the nearest whole dollar) of the sales, to include both state agencies and political subdivisions, under this Contract by calendar quarter (e.g. January-March, April-June, July-September and October-December). The dollar value of the sale is the price paid by the Contract user for the products and/or services listed on the purchase order or other encumbering document, as recorded by the Contractor.

The Contractor will receive an email with a User ID and password and must report the quarterly dollar value of sales to the Department of Administrative Services (DAS) via the Internet using the web form at the Ohio DAS Contract Management Contractor Portal, <https://cm.ohio.gov/>. If no sales occur, the Contractor must show zero. The report must be submitted thirty (30) days following the completion of the reporting period.

The Contractor is responsible for emailing the Analyst listed on page one of the contract with any company contact changes. The Contractor shall also submit a close-out report within one hundred and twenty (120) days after the expiration of this Contract. The Contract expires upon the physical completion of the last outstanding task or delivery order of the Contract. The close-out report must cover all sales not shown in the final quarterly report and reconcile all errors and credits. If the Contractor reported all contract sales and reconciled all errors and credits on the final quarterly report, then the Contractor should show zero "0" sales in the close-out report.

The Contractor must forward the Quarterly Sales Report to the following address:

Department of Administrative Services  
GSD Business Office  
4200 Surface Road  
Columbus, OH 43228

If the Contractor fails to submit sales reports, falsifies reports or fails to submit sales reports in a timely manner, DAS may suspend, terminate or cancel this Contract.

**CONTRACTOR REVENUE SHARE:** The Contractor must pay the Department of Administrative Services (DAS) a revenue share of the sales transacted under this Contract. The Contractor must remit the revenue share in U.S. dollars within thirty (30) days after the end of the quarterly sales reporting period. The revenue share equals 0.75% of the total quarterly sales reported. Contractors must include the revenue share in their prices. The revenue share is included in the award price(s) and reflected in the total amount charged to ordering agencies which includes both state agencies and political subdivisions using this Contract.

The Contractor must remit any monies due as the result of the close-out report at the time the close-out report is submitted to DAS. The Contractor must pay the revenue share amount due by check. To ensure the payment is credited properly, the Contractor must identify the check as a "Revenue Share" and include the Ohio Contract Management Remittance Report.

### SPECIAL CONTRACT TERMS AND CONDITIONS

The Contractor should make the check payable to: Treasurer, State of Ohio and forward the check to the following address:

Department of Administrative Services  
GSD Business Office  
4200 Surface Road  
Columbus, OH 43228

If the full amount of the revenue share is not paid within thirty (30) calendar days after the end of the applicable reporting period, the non-payment constitutes a contract debt to the State. The State may either initiate withholding or setting off payments or employ the remedies available under Ohio law for the non-payment of the revenue share.

If the Contractor fails to pay the revenue share in a timely manner, DAS may suspend, terminate or cancel this Contract.

**SUBCONTRACTING:** The awarded Contractor shall be solely responsible for the Contract. Subcontracting by the Contractor shall not be permitted under this Contract.

**SPECIAL CHARGES:** There shall be no assessment, surcharge, small order charge, broken case charge, minimum order charge, single item charge nor any other unspecified additional charge allowed by the State that is not specifically mentioned in this Bid or in any Contract awarded pursuant to this Bid. The Contractor must provide merchandise/service in unit quantity(s) as indicated in the Bid/Bid Response/Contract.

**MINIMUM ORDERS:** The minimum order for FOB destination, freight prepaid is fifty dollars (\$ 50.00). Orders for supplies totaling less than fifty dollars (\$ 50.00) may be subject to a minimum order surcharge. The minimum order surcharge will be added to the contractor's invoice.

**TRANSPORTATION CHARGES:** Any item(s) ordered from a contract awarded pursuant to this Bid will be shipped F.O.B. destination, freight prepaid. Shipment will be made as indicated on the purchase order.

**INCURRED COSTS:** The State is not liable for any costs incurred by the Bidder prior to issuance of a Contract.

**AUTHORIZED DISTRIBUTOR OR MANUFACTURERS REPRESENTATIVE:** Bidders responding to this Bid must be authorized distributors, dealers or representatives of manufacturers of the items Bid. Bidders may be required to submit proof of the above. If requested, Bidders will have three (3) calendar days to provide proof of the relationship. If requested Bidders shall submit certification attesting that they are the manufacturer or an authorized dealer, distributor or manufacturer's representative of the products being Bid. This certification must be on the manufacturer's letterhead, signed by a duly authorized employee of the manufacturer.

#### **BID AUTOMOBILE LIABILITY CHECKLIST:**

Contractor will indicate, by checking the appropriate box(es) below, which mode of transportation will apply to this contract.

- Bidder/Broker ("The Contractor") or their Sub Contractor will make delivery or be performing services using a vehicle that is owned, leased or rented. Provide Certificate of Insurance documenting automobile liability with a Combined Single Limit of \$500,000.00.
- Goods/Services will be delivered via common carrier.
- No employee or representative of the contractor will have cause to be on state property to make deliveries or to perform services.

## GENERAL SPECIFICATIONS

### I. SCOPE

This Invitation to Bid (ITB) Contract is available for use to all state agencies and cooperative purchasing members. These specifications are for various types of janitorial supplies which will be used by various state agencies and cooperative entities. The quality of the supplies, their conformity with the specifications, their suitability to requirements, price of the materials shall be taken into consideration. Where equivalent supplies are offered, the State will determine if the proposed item is equal or better than that specified. Unless otherwise stated, the use of manufacturers name and product numbers are for descriptive purposes and establishing general quality levels only. It is not the State's intent to be restrictive. Bidders are required to state exactly what they intend to furnish, otherwise it is fully understood that they shall furnish all items as stated. The supplies shall be the best of their grade and types. The manufacturer brand and item number proposed as substitutes shall be submitted with the bid marked as "equivalent".

(For State Agencies Only) No products are to be purchased from this contract if they are available through the agencies below. In accordance with the Ohio Revised Code Section 5147.07, 125.60 through 125.6012, 5119.16 and 3304.28 through 3304.33 state agencies are required to purchase through Ohio Penal Industries (OPI); Community Rehabilitation Programs (CRP); Department of Mental Health (DMH) Office of Support Services (Central Warehouse and Pharmacy Services); and Rehabilitation Services Commission (RSC), unless they have obtained a waiver from OPI, CRP, DMH Central Warehouse or Pharmacy Services, and/or RSC.

### II. GENERAL REQUIREMENTS

- A. Supplies procured under this specification shall not deviate from those originally contracted without written approval from DAS Office of Procurement Services.
- B. Manufacturer's Name and Approved Equivalents: Unless otherwise specified, any manufacturer's names, trade names, brand names, information or catalog numbers listed in a specification are descriptive, not restrictive. The Contractor may provide any product that meets or exceeds the applicable specifications. The Contractor shall demonstrate with its Bid comparability, including appropriate catalog materials, literature, specifications, test data, etc. The state shall determine in its sole discretion whether a product is acceptable as an approved equivalent. For evaluation purposes only, any differentiation from items specified will be evaluated as equal in cost to the item specified. Bidding a higher cost because product exceeds specifications will not be considered in the evaluation.
- C. Discounts: The Contractor must specify on the price schedule pages if a discount is offered off its current catalog price. The Contractor's quantity discount for the purchase of multiple items must be listed on the price schedule pages.
- D. Each Contractor must submit a current janitorial supplies related catalog available to government entities. The Contractor must submit the catalog with its Bid **in electronic format**. The catalog must consist of a complete price list of all products offered by the Contractor, as originally published and in effect on the date of the Bid opening. Failure to submit a catalog shall result in rejection of the Bid. Catalog included with Bid should be inclusive of all products available under this Contract. Any catalogs received with less than 4,000 items pertaining to Janitorial Supplies, including those listed within this Bid, will not be evaluated. **Additional products cannot be added at a later time**. Pricing on Bid and in Catalog should be List Price prior to any discounts. Any Discounts offered should be noted at the top of page 1 of the Catalog. Items must be consistent with the scope of this Contract. DAS reserves the right to reject any items being in its catalog.

Contractor may not add new product to the catalog at any time unless it is to replace an item that is being removed and is comparable with the same functionalities as the item being replaced. Any changes to the Catalog for price changes and/or addition/deletion of product, shall be submitted to DAS for approval prior to it being used by any agency. The Contractor shall not charge prices different than what is offered, or products not offered in the current catalog on record. Upon acceptance and approval by DAS, an amendment will be issued to notify all parties that a new catalog is in effect. All catalogs must be dated for reference purposes. New catalogs may be submitted no more than twice annually.

The Contractor is responsible for noting any items added, deleted, or price increased or decreased. This information shall be submitted in an Excel format that can be sorted and searched, unless otherwise agreed to by DAS.

The Contract prices will remain firm for the first six months. The price adjustment will only be effective on orders received after the price increase has been approved by DAS.

### **GENERAL SPECIFICATIONS**

- E. **Manufacturers, Brand Names and Model Numbers:** If the Contractor is offering a brand name not listed, the alternative brand must be an approved equivalent or better. The Bidder must list all other brand name(s) and item numbers on the price schedule pages of the Bid document.
- F. **Compliance with laws and standards:** All items supplied on this Contract shall comply with any current applicable safety or regulatory standards or codes.
- G. **Commonly Used Goods:** It is important that the products submitted in the Contractor's catalog are janitorial supplies related commodities commonly used by public sector entities. DAS reserves the right to request any items be removed.

**PRICE SCHEDULE**  
Page 1 of 4

Items shown are for evaluation purposes only. Bid prices should reflect catalog price without a discount applied. Prices on this page should match catalog price. Discount(s) to be applied is on page 5 of this Price Schedule.

For complete product specifications, see the last page of this Bid. Alternatives will be evaluated against the complete product specifications.

ITEM NUMBER	BRAND/ITEM	DESCRIPTION /MANUFACTURER	*IF OFFERING AN APPROVED EQUIVALENT, LIST BRAND & ITEM #	ESTIMATED QTY	UNIT OF MEASURE	CATALOG (LIST) UNIT PRICE	UNIT DESCRIPTION**  EXAMPLE: 200 Units/Pack, 12 Packs/case
1.	GOJO5392-02	Purell Advanced E3 Rated Instant Sanitizer Foam/GOJO/2pk per case		1	Case	\$	
2.	BWK6400	Center-Pull Hand Towels 2 ply, white sheet. Perforated 7.875 x 10 sheet size. 600 sheets per roll. 6 rolls per case.		1	Case	\$	
3.	BWK19 Green	Green Bathroom Tissue, 2-ply, White, Jumbo Roll, 1000 ft/Roll, 12 Rolls/Carton		1	Case	\$	
4.	BWK6100	Bathroom Tissue, Jumbo Roll 2-ply, White, 1000ft/roll, 12 Rolls/Carton		1	Case	\$	
5.	BWK6150	Toilet Tissue, 2-ply, 4.5 x 3.75 sheet size, 500 sheets/per roll, 96 rolls/case		1	Case	\$	
6.	GPC292-21	Industrial Light Duty Wipers White, 8 x 12.5 sheet size, 148 wipers per box. 20 boxes per case Brawny		1	Case	\$	
7.	GPC89430	Touchless Paper Towels, High Capacity EPA Complaint Roll , White, 700' x 10", 1 per pack, 6 packs per case enMotion EPA Compliant		1	Case	\$	
8.	GPC14580	Bathroom Tissue – White, biodegradable individually wrapped rolls 1-ply, 4.5" x 4.05" 1210 sheets per inner roll, 80 rolls per case.		1	Case	\$	

\*Bidder must provide documentation to support alternate meets or exceeds item shown. Low cost will govern the award. Bidder should Bid all items. Failure to Bid all items may result in the Bid being deemed not responsive.

\*\*Any deviations from the Standard Case price stated will result in DAS calculating a unit cost to arrive at an equivalent unit costs amongst all bids. An example would be if a Bidder would state a case is 15 rolls instead of the 12 stated. The case price would be divided by 15 and the total would be multiplied by 12 to make it equivalent to all Bids.

**Pricing should be Catalog (List) Price prior to any discounts. Any Discounts offered should be noted at the top of page 1 of the Catalog. See General Specifications Section II-D of this document for additional language regarding Catalog.**

**A COMPLETE ELECTRONIC CATALOG OF ALL ITEMS OFFERED BY YOUR COMPANY PERTAINING TO JANITORIAL SUPPLIES, INCLUDING THESE ABOVE, MUST BE INCLUDED WITH YOUR BID. ANY BIDS WITH LESS THAN 4,000 ITEMS OFFERED WILL NOT BE CONSIDERED FOR EVALUATION.**

**PRICE SCHEDULE**  
Page 2 of 4

Items shown are for evaluation purposes only. Bid prices should reflect catalog price without a discount applied. Prices on this page should match catalog price. Discount(s) to be applied is on page 5 of this Price Schedule.

For complete product specifications, see the last page of this Bid. Alternatives will be evaluated against the complete product specifications.

ITEM NUMBER	BRAND/ITEM	DESCRIPTION /MANUFACTURER	*IF OFFERING AN APPROVED EQUIVALENT, LIST BRAND & ITEM #	ESTIMATED QTY	UNIT OF MEASURE	CATALOG (LIST) UNIT PRICE	UNIT DESCRIPTION** EXAMPLE: 200 Units/Pack, 12 Packs/case
9.	GPC12798	Bathroom Tissue – Jumbo roll 2-ply, envision EPA compliant, White, 8"x1000' 8 rolls/case		1	Case	\$	
10.	GPC26301	Paper Towel Rolls – 1-ply, Brown Envision 26301 Non-perforated, 800 feet, 7 7/8" width 6 rolls/case		1	Case	\$	
11.	GOJ538802	Handwash, Foaming Medicated w/Advanced Moisturizers Refill – 1200 mL, 2 Refills/case		1	Case	\$	
12.	GEN800	Bathroom Tissue, GEN – Standard, White, 2-ply, 4.5 x 3 sheet size, 420 sheet/roll, 96 rolls/case		1	Case	\$	
13.	GOJ526102	Foam Soap Refill, FMX-20 Luxury , 2000-mL, 2/case		1	Case	\$	
14.	RCP3546GRA	Round Waste Container - 22 Gallon, gray		1	Each	\$	
15.	GOJ2212	Lotion Soap, Ultra Mild antimicrobial with Chloroxylenol – 2000-ml, 4/case		1	Case	\$	

\*Bidder must provide documentation to support alternate meets or exceeds item shown. Low cost will govern the award. Bidder should Bid all items. Failure to Bid all items may result in the Bid being deemed not responsive.

\*\*Any deviations from the Standard Case price stated will result in DAS calculating a unit cost to arrive at an equivalent unit costs amongst all bids. An example would be if a Bidder would state a case is 15 rolls instead of the 12 stated. The case price would be divided by 15 and the total would be multiplied by 12 to make it equivalent to all Bids.

Pricing should be Catalog (List) Price prior to any discounts. Any Discounts offered should be noted at the top of page 1 of the Catalog. See General Specifications Section II-D of this document for additional language regarding Catalog.

**A COMPLETE ELECTRONIC CATALOG OF ALL ITEMS OFFERED BY YOUR COMPANY PERTAINING TO JANITORIAL SUPPLIES, INCLUDING THESE ABOVE, MUST BE INCLUDED WITH YOUR BID. ANY BIDS WITH LESS THAN 4,000 ITEMS OFFERED WILL NOT BE CONSIDERED FOR EVALUATION.**

**PRICE SCHEDULE**  
Page 3 of 4

Items shown are for evaluation purposes only. Bid prices should reflect catalog price without a discount applied. Prices on this page should match catalog price. Discount(s) to be applied is on page 5 of this Price Schedule.

For complete product specifications, see the last page of this Bid. Alternatives will be evaluated against the complete product specifications.

ITEM NUMBER	BRAND/ITEM	DESCRIPTION	*IF OFFERING AN APPROVED EQUIVALENT, LIST BRAND & ITEM #	QTY	UNIT OF MEASURE	CATALOG (LIST) UNIT PRICE	UNIT DESCRIPTION** EXAMPLE: 200 Units/Pack, 12 Packs/case
16.	JAGH3860S	Can Liners – Industrial Strength Commercial Can Liners Bulk Pack, 60 gal/ea, 16 mic, 38 x60, Natural, 100/Case		1	Carton	\$	
17.	KCC05320	Utility Wipes L10 – White 9x10.5 White, 125 Units/per package, 18 pkg/case		1	Case	\$	
18.	DIA99506	Lotion Soap – 800 ml Refill, 12/800 ml per case		1	Case	\$	
19.	UNISAN 932C	42" Warehouse Broom		1	Each	\$	
20.	FRSESABCH	Non Para Non Para Urin Block/12 Per Box		1	Box	\$	

\*Bidder must provide documentation to support alternate meets or exceeds item shown. Low cost will govern the award. Bidder should Bid all items. Failure to Bid all items may result in the Bid being deemed not responsive.

\*\*Any deviations from the Standard Case price stated will result in DAS calculating a unit cost to arrive at an equivalent unit costs amongst all bids. An example would be if a Bidder would state a case is 15 rolls instead of the 12 stated. The case price would be divided by 15 and the total would be multiplied by 12 to make it equivalent to all Bids.

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**PRICE SCHEDULE**  
**Page 4 of 4**

**MINIMUM ORDERS:** For any orders less than \$50.00, please specify the minimum order surcharge, if applicable. This number will not be used in the evaluation but must be included with the Bid to be applicable upon award.

\$ \_\_\_\_\_ surcharge for any orders less than \$50.00.

**LIST DISCOUNTS**

1) Discount % Off Catalog Price \_\_\_\_\_%

2) Quantity discount % off the Purchase of multiple items purchased on the same day \_\_\_\_\_%

**EVALUATION:** Bids will be evaluated in accordance with Article I-17 of the "Instructions to Bidders". In addition, the State will: determine the annual Lot Total for the contract year by multiplying Catalog (List) Unit Price by Quantity and adding the totals for the Lot Total. To calculate the Total Low Lot, the Lot Total will be multiplied by the discount % off catalog and that amount will be subtracted from the Lot Total to arrive at Total A; the Lot Total will also be multiplied by the discount % off quantity off purchase of multiple items and that amount will be subtracted from the Lot Total to arrive at Total B. Both Total A and Total B will be added together to arrive at the Total Low Lot. The contract will be awarded to the lowest TOTAL LOW LOT, responsive and responsible bidder.

**EXAMPLE:**

All 20 products multiplied by the discount(s) to arrive at the LOT TOTAL.

Evaluation: LOT TOTAL X discount % off catalog; then subtract that amount from the original LOT TOTAL, the difference equals Total A.

**plus**

LOT TOTAL X discount % off quantity off purchase of 2 or more; then subtract that amount from the original LOT TOTAL, the difference equals Total B.

**equals**

TOTAL LOW LOT

**BRAND SPECIFICATIONS**

The links below contains the specifications for which any alternatives will be compared to for evaluation purposes. Any alternatives must be equal to or greater than the specifications listed for each item. Thickness, chemicals, size, etc. will all be considered in the evaluation of equivalent or better. DAS reserves the right to make the final determination of any item meeting or exceeding the specification.

An alternative is any brand of like equipment that meets or exceeds the specifications of the brand(s) listed herein.

<b>ITEM #</b>	<b>LINK(S) TO BRAND SPECIFICATION</b>	<b>ITEM #</b>	<b>LINK(S) TO BRAND SPECIFICATION</b>
1.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%201-GOJO5393.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%201-GOJO5393.pdf</a> <a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%201-GOJO5393MSDS.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%201-GOJO5393MSDS.pdf</a>	11.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2011-GOJO538802.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2011-GOJO538802.pdf</a> <a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2011-GOJO538802-MSDS.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2011-GOJO538802-MSDS.pdf</a>
2.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%202-BWK6400.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%202-BWK6400.pdf</a>	12.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2012-GEN800.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2012-GEN800.pdf</a>
3.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%203-BWK19GREEN.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%203-BWK19GREEN.pdf</a>	13.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2013-GOJO5261.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2013-GOJO5261.pdf</a> <a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2013-GOJO5261-MSDS.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2013-GOJO5261-MSDS.pdf</a>
4.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%204-BWK6100.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%204-BWK6100.pdf</a>	14.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2014-RCP3546.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2014-RCP3546.pdf</a>
5.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%205-BWK6150.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%205-BWK6150.pdf</a>	15.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2015-GOJO2212-04.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2015-GOJO2212-04.pdf</a> <a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2015-GOJO2212-04-MSDSpdf.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2015-GOJO2212-04-MSDSpdf.pdf</a>
6.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%206-GPC292-21.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%206-GPC292-21.pdf</a>	16.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2016-JAGH3860S.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2016-JAGH3860S.pdf</a>
7.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%207-GPC894-30.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%207-GPC894-30.pdf</a>	17.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2017-KCC05320.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2017-KCC05320.pdf</a>
8.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%208-GPC145-80.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%208-GPC145-80.pdf</a>	18.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2018-DIA00098-MSDS.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2018-DIA00098-MSDS.pdf</a>
9.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%209-GPC127-98.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%209-GPC127-98.pdf</a>	19.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2019-UNISAN932C.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2019-UNISAN932C.pdf</a>
10.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2010-GPC263-01.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2010-GPC263-01.pdf</a>	20.	<a href="http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2020-FRSESABCH.pdf">http://procure.ohio.gov/pdf/RS904313%20Brand%20Specifications/Item%2020-FRSESABCH.pdf</a>