**The Mission of the Office of State Purchasing** is to procure supplies and services that are utilized by state agencies on a daily basis, in a cost-effective and cost-efficient manner preventing any interruption in services provided by the agencies and to ensure proper expenditure of taxpayer dollars.

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**Invites you to the State Procurement User Group Meeting**

**When:** April 22, 2010, Registration begins at 8:30

**Where:** 4200 Surface Road, Columbus, Ohio 43228
Willow/Walnut Conference Center

**Topics of Discussion:**

9:00 **Welcome and Agenda Overview**
Terry Tyler, Chief Procurement Officer

Equipment Maintenance Contract (GPC004) (*)
REMI Group

Grainger - WSCA contract and STS (*)
Brandon O’Connor, Grainger Representative

**Break**

Office Supply Contract (*)
Walt Schneider, Analyst, Office of Procurement Services

Cost-Per-Copy Contract (*)
Tommy Linley, Print Devices/ Furniture/ Media Manager, Office of Procurement Services

Print Management Procurement Overview
Tommy Linley, Print Devices/ Furniture/ Media Manager, Office of Procurement Services

RTP Process
Gretchen Adkins, Contracts Manager, Office of Procurement Services

Items with asterisks (*) indicate topics which may be of interest to our cooperative purchasing members, in addition to state agencies.
State of Ohio
Equipment Maintenance Management Program
The Remi Group

Contract Number: 0T906110 Index Number: GPC004

Immediate Cost Savings:

- Reduces existing expenditures by 25%
- No cost to evaluate
- No cost to implement
- Guaranteed cost savings (25%)

How it Works:

- Replaces equipment manufacturer service contracts
- Covers preventative maintenance & repair expense
- Pays for parts, labor, travel and shipping costs
- Pays service provider directly
- Use your current service providers
  - Equipment manufacturer (OEM)
  - OEM authorized service provider
- Use any authorized service provider – your choice
- Single point of contact for all service requests
  - Toll free number
  - Internet portal
- Internet based reporting system
  - Equipment inventory
  - Maintenance history
  - Equipment and service provider performance

Get Started:

- Remi program specialists will work with you to:
  - Identify equipment service contracts
  - Obtain copies of current service contracts
  - Deliver cost reduction proposal
  - Deliver transition plan
  - Manage implementation process

For more information contact:

Chris Steuber
The Remi Group
704.602.0854 Direct
csteuber@theremigroup.com

Doug Odom
The Remi Group
704.602.0860 Direct
dodom@theremigroup.com
Government & Municipal Properties

Typical Equipment Covered

**General Office**
Automated Filing Systems
Collating Machines
Dictation Equipment
Endorsers
Fax Machines
Microfiche & Microfilmers
Plotters
Printers
Shredders
Time Clocks
Typewriters
Word Processing Equipment

**Mail Room**
Addressing Systems
Bar-coding Equipment
Binding Machines
Bursters/Cutters
Collators/Decollators
Conveyers
Ink Jet Addressing
Ink Jet Drying
Inserter Systems
Labeling Systems
Mail Machines
Sorters

**POS Equipment**
Barcode Scanners
Cash Drawers
Check Readers
Keyboards
Monitors
Printers
 Terminals

**Printing Equipment**
Binding Machines
Collators
Color Presses
Counters
Electronic Hole Punchers
Folding Machines
Image Scanners
Inserter Systems
Labeling Machines
Saddle Stitchers
Scanning Densitometers
Scorers
Shrink Wrap Systems
Trimmers

**Security**
Alarm Systems
Card Access Systems
Vaults & Safes
Video Surveillance Systems

**Research/Laboratory**
Chromatographic Analyzers
Clinical Analyzers
Densitometers
Electron Microscopes
Flame Photometers
Gamma Counters
Lasers
Optical Microscopes
Physiological Monitors
Sleep Labs
Spectrophotometers

**Communication**
Audio/Visual Systems
Intercoms
Pagers
Paging Systems
Radios
Telephone Switches
Telephone Systems
Voice Mail Systems

**Information Technology**
CD/DVD Juke Boxes
Hubs/Switches
Multiplexors
PC’s & Peripherals
Routers
Servers
Tape Drives

And any other equipment that is basically electronic in nature.
State of Ohio Contract Comparison

Brandon O’Connor and Shannon Bibbee
Government Sales Manager / Government Account Manager
4/22/2010
Agenda

• Why are we doing this?
• Introduction to Grainger
• Compare and Contrast
  ➢ STS vs. WSCA
• Question and Answer

• Leave Behinds
  ➢ WSCA Info Page
  ➢ STS Info Page
  ➢ Contact Information / Branch Locations
Why are we doing this?

• Confusion between the two contracts that Grainger holds within the State of Ohio
• Confusion with pricing structure
• Confusion with Grainger Direct vs. MBE/EDGE
• To match the most relevant contract for your needs
Who is Grainger?

- Maintenance, Repair, and Operations
- 18,000 employees
  - 490 in Ohio
- 617 branches – 18 Distribution Channels
  - 16 in Ohio (1 Distribution Center near Cleveland)
- 1.8 Million Customers in 153 Countries
- 900,000 Products
  - 300,000 in Catalog, 500,000 online, Sourcing / Line Item Extensions / Repair Parts
- 3,000 Suppliers
State Term Schedule

- Index Number – STS511
- Schedule Number – 800098
- Negotiated Pricing
- MBE/EDGE Vehicle – Superior Industrial Supply & Services in the dealer
State Term Schedule Pricing

- Pricing can be obtained from [www.grainger.com](http://www.grainger.com) account. No online ordering.

  - Motors Program - Up to 28% of Grainger each price
  - Cleaning Supplies - Up to 18% of Grainger each price
  - Filters - Up to 45% of Grainger each price
  - Advance Transformer - Up to 83.5% off current mfr list price
  - Dewalt Power Tools - Up to 50% off current mfr list price
  - Milwaukee Power Tools - Up to 46% off current mfr list price
  - Dewalt Power Tools Accessories - 38% off current mfr list price
  - Milwaukee Power Tool Accessories - 35% off current mfr list price
  - Stanley Hand Tools - 52% - 66% off current mfr list price
  - Proto Hand Tools - Up to 55% off current mfr list price
  - Blackhawk Hand Tools - Up to 45% off current mfr list price
  - Westward Hand Tools - 10% off Grainger each price
  - Everything else - At least 10% of Grainger each price
State of Ohio WSCA Contract

- Western State Contracting Alliance
- Index Number – GPC001
- Effective Date – 07/20/2009 – 11/30/2010
  - 37 States / $350M contract
- Contract Number – RS900510
- Competitively Bid and Awarded Contract
  - Sole Award
  - 29 Competitors responded to solicitation in 2005
  - Grainger was awarded on overall lowest price and best value
- Contract with Grainger Direct
- Catalog Contract (including line item extensions)
State of Ohio WSCA Pricing

- Pricing can be obtained through from your local Grainger branch or online at [www.grainger.com](http://www.grainger.com)
  - **Market Basket of 750 items**
  - **Customer Specific Pricing**
  - **Grainger value adds (OSS, Consulting Services, E-Commerce Solutions)**
  - **GE Lighting - Up to 82.5% off current mfr list price**
  - Motors Program - Up to 28% of Grainger each price
  - Cleaning Supplies -Up to 18% of Grainger each price
  - Filters - Up to 45% of Grainger each price
  - Advance Transformer - Up to 83.5% off current mfr list price
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  - Everything else - At least 10% of Grainger each price
Questions ???

Thank you for your time, attendance, and continued business!!
Break
OFFICE SUPPLIES
CONTRACT

Contract #: SR900810
Index #: GPC005
Effective Date: April 1, 2010

Walt Schneider – DAS State Purchasing
(614) 644 5151
walter.schneider@das.state.oh.us
Contract Highlights

- Office Supplies, Copy Paper and Toner - Single Contract
- Over 9,300 Items
  - CORE Items Based on SOH Historical Use
- Attractive Pricing
- Both OEM and High Quality Remanufactured Toner
  - Remanufactured up to 40% Savings
- Large Order Discount – 2% Off Invoice - + $300
- .5% 10, Net 30 Terms (EDI, EFT, Warrant)
Contract Highlights

- Substantially Similar, Lower Cost Functionality
- Online Ordering Through StaplesLink.com
- 1 – 3 Day Delivery - Order by 5:00 PM
- Conflicting Items Removed
- CRP Items - Improved Method of Handling ORC Obligations
Contractor – Staples Contract & Commercial dba

Staples Advantage “Staples”

- StaplesLink.com electronic online catalog
- SOH/Staples Informational Website
  - [www.staplesadvantage.com/stateofohio](http://www.staplesadvantage.com/stateofohio)

- Dedicated State of Ohio Account Management
  - Karie Rosshirt (614) 472 2006 or karie.rosshirt@staples.com

- Dedicated Customer Service Phone, FAX, Email
  - (800) 724 1642 or (888) 222 8618 (fax)
  - Email – governmentteam@staples.com
Questions?
Print Management & Cost-Per-Copy

Program Update

April 22, 2010
What’s going on?

- New cost-per-copy program manager – Sept. 2009
- New print management program offering – Nov. 2009
- Cost-per-copy bid – Mar. 2010
- New cost-per-copy contract – April 12, 2010
- Cost-per-copy open house
  - State Agencies – May 5th
  - Cooperative Purchasing Members – May 12th
- Statewide print management rollout - ??
Cost-Per-Copy Contract

- What is the same?
  - Fixed cost-per-copy rate with monthly minimums
  - Cost-per-copy rate includes everything except paper and staples
  - Quarterly billing via ISTV from State Printing
  - All machines come standard with copy, network print, and network scanning capabilities
  - Office of Procurement Services manages the vendor base on behalf of the agency
  - Only one form to complete to place a machine (MOU)
Cost-Per-Copy Contract

- What is different?
  - 3 Categories added (19-21) to include A4 devices
  - State agencies now have the option to keep the cost-per-copy machine for a 4th and a 5th year
  - Office of Procurement Services will hold quarterly performance review meetings with each vendor
  - Office of Procurement Services will closely monitor monthly volume for overages and under utilization
  - Print Management approach
What everybody’s talking about

- **Print Management Program**
  - Managed by the Office of Procurement Services
    - 6 Agency Print Assessments completed
    - $463,288 annual print costs assessed
    - 289 print devices removed
    - $179K Annual Savings or 38.6%
    - Statewide rollout would result in an estimated $3.8M annual cost savings
Where are we going

- Integrated into DAS Real Estate and Interior Design process
- Continue to integrate print management program into request for approval process and cost-per-copy program
- Improve upon current Cost-Per-Copy contract pricing
- Statewide rollout
Dept. of Administrative Services

- 40th Floor – Rhodes Tower (Finance, Employee Services, Director’s office, Communications, Legal)
  - Currently in the process of reconfiguring office space
  - Will implement duplex printing to reduce annual paper costs
  - Current Situation
    - 34 Total Devices
    - $52,469 Annual Cost
  - Recommendation
    - 14 Total Devices
    - $33,253 Annual Cost

Annual Savings = $19,216 or 37%
Dept. of Development

- 24th – 29th Floor – Riffe Building
- IT group leading initiative to reduce print costs agency wide
- Will implement duplex printing to reduce annual paper costs
  - Current Situation
    - 162 Total Devices
    - $142,500 Annual Cost
  - Recommendation
    - 63 Total Devices
    - $84,149 Annual Cost

Annual Savings = $58,351 or 41%
What will you get from DAS?

- Print Management Recommendation
  - Equipment map showing where current devices are located and updated map with new device locations
  - Cost Analysis showing annual cost of all current machines and potential cost savings
  - Implementation of Duplex Printing, if applicable
    - Avg. of 30% reduction in paper cost
  - Set B&W the default on color machines
  - LAN connection maintenance cost savings
  - Fax line reductions
Questions??
RTP Process Overview

Gretchen Adkins,
Contracts Manager