

The Office of Procurement Services

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:

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The Remi Group
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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

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

Mail Room

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

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

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

Law Enforcement

911 Systems
Breathalyzers
Defibrillators
Fingerprint Systems
In-Car Video Systems
Laptops

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
- Effective Dates – 3/15/2010 – 2/28/2015
- 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 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
 - **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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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
- 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