

PORTFOLIO TITLE: [Facilities Maintenance, Repair, and Operations \(MRO\) and Industrial Supplies](#)

LEAD STATE: Commonwealth of Kentucky

OVERVIEW:

The Master Agreements in this portfolio offer up to fifteen product categories of maintenance, repair, operation, or industrial supplies.

INITIAL TERM: 2 years

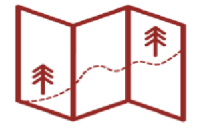
RENEWALS: up to an additional 4 years (2 renewals for 2 years each)

TOTAL TERM POSSIBLE: 6 Years

PRODUCT CATEGORIES:

- **Category 1: Janitorial Supplies, Equipment, and Sanitation Cleaning Chemicals** - includes but not limited to cleaning chemicals, hand soaps, paper products, trash can liners, adhesives.
- **Category 2: Fasteners** - includes but is not limited to thread fasteners, anchors, bolts, cables, clips, hose couplings, inserts, lock nuts, pins, plates, rivets, screws, studs, and washers.
- **Category 3: Material Handling** - includes but is not limited to hand trucks, ladders, welding supplies, shop supplies, containers, cabinets, chains, wire rope, pails/drums. Motor rider forklifts, reach trucks, order pickers, pallets jacks, stackers, and tow tractors.
- **Category 4: Plumbing Equipment** - includes but is not limited to facets, fittings, pipes, water filters, drains, pumps, and plumbing tools.
- **Category 5: Power Sources** - includes but is not limited to electric power grid, such as an electrical outlet, energy storage devices such as batteries or fuel cells, generators or alternators, solar power converters, or another power supply, other batteries, electric vehicle charging stations and parts, solar energy, and AC and DC power supply.
- **Category 6: Landscaping and Outdoor Supplies and Equipment** - includes but is not limited to seasonal lawn and grounds maintenance supplies.
- **Category 7: Lamps, Lighting, Ballasts, and Equipment** - includes but is not limited to lamps, ballasts, fixtures, bulbs, diodes, and tubes.
- **Category 8: Heating, Ventilation, Air Conditioning (HVAC)** - includes but is not limited to air filters, blowers, diffusers, fans, coolant, small heaters, air conditioning units (window and portable), foam coil cleaners, filters, and valves.
- **Category 9: Hand Tools** - includes but is not limited to hammers, pliers, rakes, screw drivers, shoves, hand saws, and measuring tools.

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- **Category 10: Power Tools** - includes drills, saws, table saw, air compressor, band saw, sander.
- **Category 11: Electrical Supplies and Equipment** - includes but is not limited to circuit breakers, conduits, electrical boxes, fuses, switches, outlets, cords, and plugs.
- **Category 12: Paint and Related Supplies** - includes but is not limited to paint interior and exterior, primers, coatings, brushes, paint pans, fire retardant sealants, and stirrers.
- **Category 13: Security** - includes but is not limited to cameras, strobes, safes, locks.
- **Category 14: Safety** - includes personal protective equipment and related building safety equipment, eye protection, protective clothing, barricades, fire escape ladders, master lock, hearing protection and head and face protection, hand sanitizer, gloves, and sorbents.
- **Category 15: Other** - Contractor is allowed to sell other items related to MRO but not specifically listed above. Exclusions include other NASPO ValuePoint contracts (e.g. AED's, Ground Maintenance Equipment, Office Supplies, Office Furniture, etc.)

Exclusions: The Master Agreements resulting from this solicitation are not intended to replace or materially overlap in scope with other NASPO ValuePoint contract portfolios, including the following:

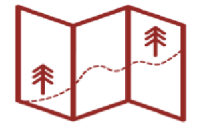
- Automatic External Defibrillator (AED) and Accessories
- Ground Maintenance Equipment
- Automotive Parts
- Professional Grade Tools and Diagnostic Equipment Master Agreements.
- Office Furniture
- Office Supplies
- Audio Video Equipment and Supplies
- Computer Equipment, Peripherals & Related Services
- Copiers & Managed Print Services
- Laboratory Equipment and Supplies

Offerors may include equipment, accessories, and services available under these portfolios only to the extent that such solutions are complementary to the equipment, products, or services being proposed by Offeror. The Lead State may, at its sole discretion, reject products and services from an Offeror's proposal, or remove products and services from a Contractor's Master Agreement, if the Lead State determines that such products and services exceed the intended scope of this solicitation or do not comply with this requirement.

Other Exclusions:

- Electric vehicle charging station and/or installation
- Public safety electronic equipment or any first responder electronic equipment
- Drones, drones' maintenance, and parts
- Software or SaaS solutions

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SUPPLIERS AVAILABLE:

- ✓ Fastenal*
- ✓ Global Equipment Co.
- ✓ HD Supply
- ✓ Lawson Products
- ✓ MSC Industrial*
- ✓ W.W. Grainger*

*denotes incumbent supplier



KEY BENEFITS:

The following key benefits were derived from the procurement of this portfolio:

1. Nationwide coverage and support in every state.
2. Provides a wide offering of maintenance, repair, operation, industrial products and supplies, and cleaning supplies.
3. Online ordering & P-Cards accepted.
4. Disaster recovery/emergency assistance.
5. All awarded suppliers have Environmentally Preferable Products (EPP).
6. Additional product category offerings.

PRICING:

Percentage discounts for each product category are set for the term of the Master Agreement for each supplier, including any renewals. Customers may negotiate deeper discounts.

PROCUREMENT BACKGROUND:

These contracts are the result of the publicly posted NASPO ValuePoint solicitation number RFP 758 2400000228 led by the Commonwealth of Kentucky. The NASPO Executive Council approved conducting a solicitation for Facilities Maintenance, Repair, and Operations (MRO) and Industrial Supplies to replace the previous expiring contract.

STATES ON SOURCING TEAM:

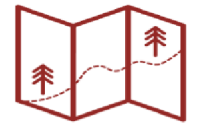
- ★ Kentucky – Lead State
- ★ Oregon – Evaluator
- ★ Florida – Evaluator
- ★ Idaho – Evaluator
- ★ Michigan
- ★ Washington
- ★ EPP SME's: Massachusetts, Washington, Oregon



SOLICITATION INFORMATION:

Type: Request for Proposals (RFP)
 Solicitation Number: S-10700-00007739
 Date Released: 03/16/2024
 Date Closed: 04/30/2024
 Number of Amendments Posted: 4
 Pre-Proposal Conference: None

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PUBLIC POSTING OF SOLICITATION:

Website Posted On: Commonwealth of Kentucky

Posting Link:

<https://emars311.ky.gov/webapp/vssprdonline3111d/AltSelfService>

Days Publicly Posted: 45

PUBLIC OPENING

Sealed proposals were opened by the lead state following the closing date.



VENDOR RESPONSES:

- Number of submitted proposals: 29
- Number of proposals disqualified during Stage 1, Initial Responsiveness: 2
- Number of vendor proposals evaluated for technical: 27
- Number of vendor proposals evaluated for cost: 20

EVALUATIONS:

Individual Evaluations:
05/01/2024 – 05/19/2024

In-Person Meeting (Lexington, KY):
05/20/2024 – 05/23/2024

EVALUATION CRITERIA:

Proposals meeting or exceeding the Initial Responsiveness Evaluation were evaluated as follows:

Technical Criteria – 70% total weight
Description of Products and Services
Company Information
Customer Service
Data Security
Reporting
Implementation Plan

Maximum Points Possible
250 points
100 points
150 points
100 points
50 points
50 points



Market Basket Cost Evaluation – 30% total weight
Market Basket

Maximum Points Possible
300 points

SCORING:

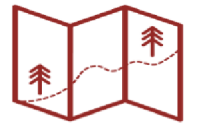
Responses were scored according to the RFP's Evaluation Plan. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State of Kentucky as identified on this portfolio's NASPO ValuePoint website.

AWARD:

The RFP allowed for multiple vendor awards. A "blind" natural break award, per category, was determined by the evaluation committee. Awards were given to those suppliers who scored more than the natural break per category.



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AWARDS BY CATEGORY:

	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>8</u>	<u>9</u>	<u>10</u>	<u>11</u>	<u>12</u>	<u>13</u>	<u>14</u>	<u>15</u>
Fastenal*	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
Global Equipment Co.	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
Grainger*	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
HD Supply	x					x		x							x
Lawson	x	x	x	x	x	x	x	x	x	x	x	x	x	x	
MSC Industrial*	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x

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