

Presented by

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#### MRO – What is it?



 Products and Supplies consumed in the day to day facilities maintenance, repair, and operations which do not become part of the end products or services.



 Cleaning, laboratory, material handling, plumbing, safety equipment, industrial equipment such as compressors, pumps, valves, building upkeep items, such as lamps, ballasts, filters, repair tools, motors and outdoor equipment, etc.



- RFP vs. IFB
- Bundled or Unbundled
- SET ASIDE and/or
   Small Business Subcontracting
- Maintaining Service Levels and Meeting SWAM Goals



- We used to do it that way...
- Looking back. How were the commodities broken out for solicitations and contracts before bundling and the RFP?

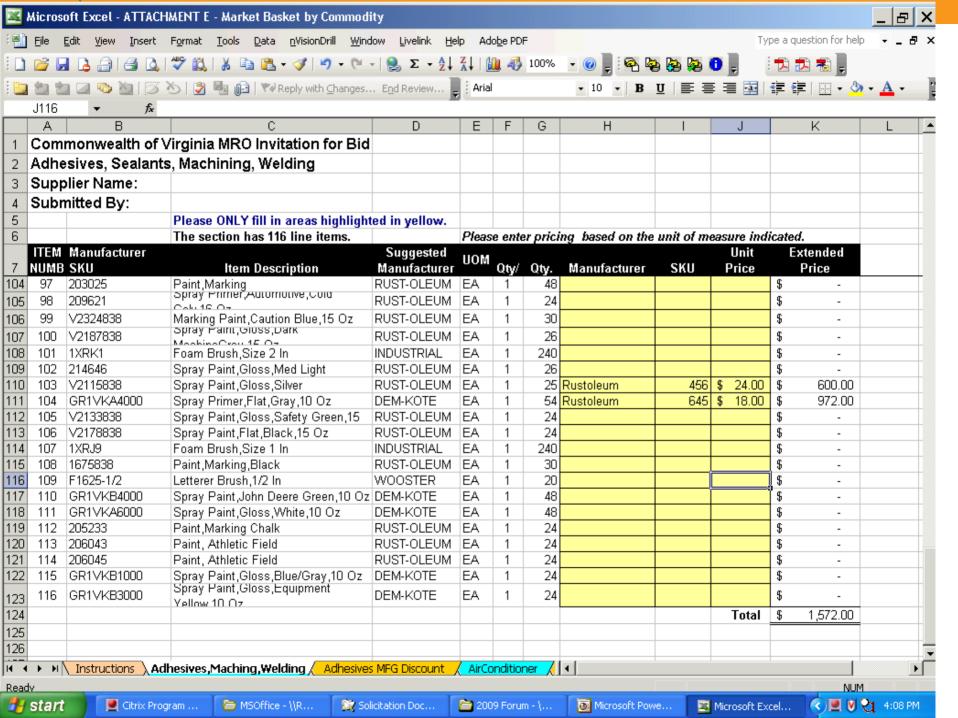


#### Building the Market Baskets

- Historical data A look at the previous contract usage data
- Contractors' top 200 usage items
- eVA Reports
- VaPP Reports



- Excel spreadsheets for pricing
- Eighteen Categories
- From 25 items/category up to 338 items/category
- Average of 105 items/category a total of 1,893 items in the market baskets





#### Solicitation Notifications Summary

- 5,933 Individual Vendors Notified
- 2,441 SWaM Vendors Notified
- 2,406 Small Businesses
- 439 Minority Owned Businesses
- 409 Women Owned Businesses



#### NOTICE OF INTENT TO BID VARIOUS MRO PRODUCTS AND SUPPLIES

Please return this form via fax to Chris Nichols at (804) 786-0223

Please note: You should return this form **whether or not** you intend to participate.

Bidder:
Company Name:
Contact Title:
Address:
Contact Telephone:
Contact E-mail:
Fax:
Mark <b>one</b> of the following:
☐ We <b>do</b> plan to respond to this IFB with a bid.
☐ We <b>do not</b> plan to respond to this LFB



Mark **one** of the following:

- ☐ We **do** plan to respond to this IFB with a bid.
- ☐ We do not plan to respond to this IFB

If planning to respond, indicate to which category or categories.

- ☐ ADHESIVES, MACHINING, WELDING
- ☐ AIR CONDITIONERS
- ☐ BALLAST, ADVANCE
- ☐ BALLAST, GENERAL ELECTRIC
- ☐ ELECTRICAL
- ☐ FANS & ACCESSORIES
- ☐ FASTENERS, HARDWARE, LUBES
- ☐ FILTERS
- ☐ LAMPS, GENERAL ELECTRIC, AND OTHERS
- ☐ LAMPS, PHILIPS, AND OTHERS
- ☐ MATERIAL HANDLING
- ☐ MOTORS
- ☐ PLUMBING
- ☐ SAFETY AND SECURITY
- ☐ TEST INSTRUMENTS AND OUTDOOR EQUIPMENT
- ☐ TOOLS, POWER AND HAND
- ☐ PNEUMATICS, HYDRAULICS

Responding on this form will not preclude you from participating or from declining to participate.



- Received 37 Notice of Intent to Bid forms.
- 32 were affirmative
- 5 Responded No



- ATTACHMENT LIST
- ATTACHMENT A INTENT TO BID
- ATTACHMENT B INSTRUCTIONS FOR BIDDERS RETURN OF INFORMATION
- ATTACHMENT C DELIVERY ZONE INFORMATION
- ATTACHMENT D TERMS AND CONDITIONS
- ATTACHMENT E MARKET BASKET
- ATTACHMENT F REPORTING REQUIREMENTS
- ATTACHMENT G SPECIFICATIONS AIR FILTERS
- ATTACHMENT H SPECIFICATIONS LAMPS & BALLASTS
- ATTACHMENT I SMALL BUSINESS SUBCONTRACTING PLAN

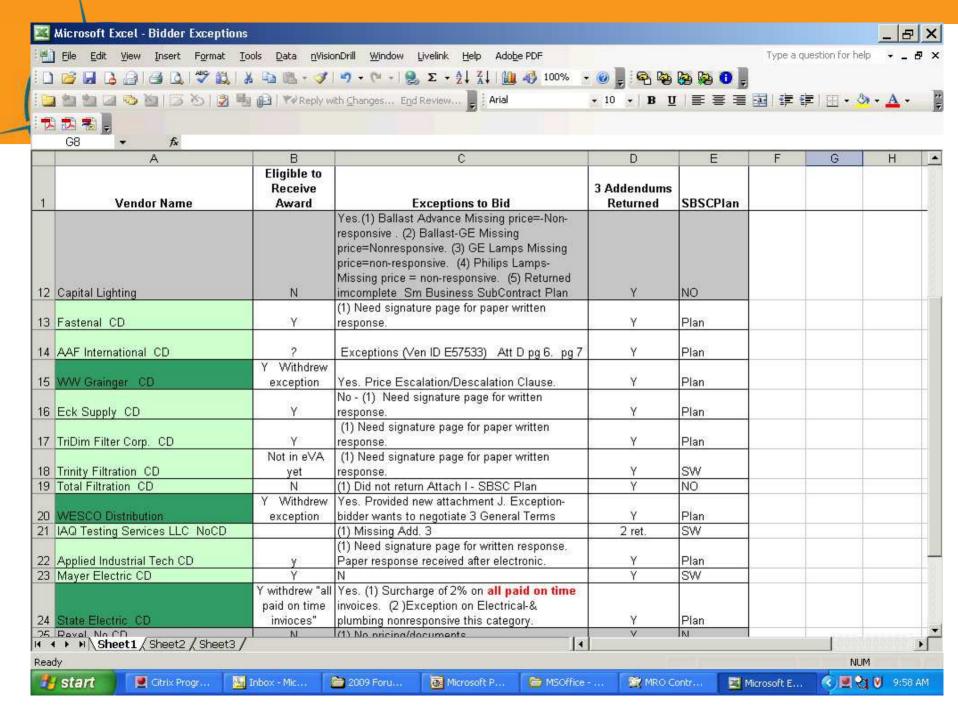


#### Special Award Term -

The Commonwealth may make multiple awards on each Commodity basis as indicated by "Grand Total" in the Market Basket, as a result of this solicitation. Awards may be made up to the five (5) lowest responsive and responsible bidders within a "Commodity", however; up to two (2) of the five awards may be made to reasonably priced DMBE-certified small business bidder(s) that is other than one of the five lowest priced bidder(s). ...



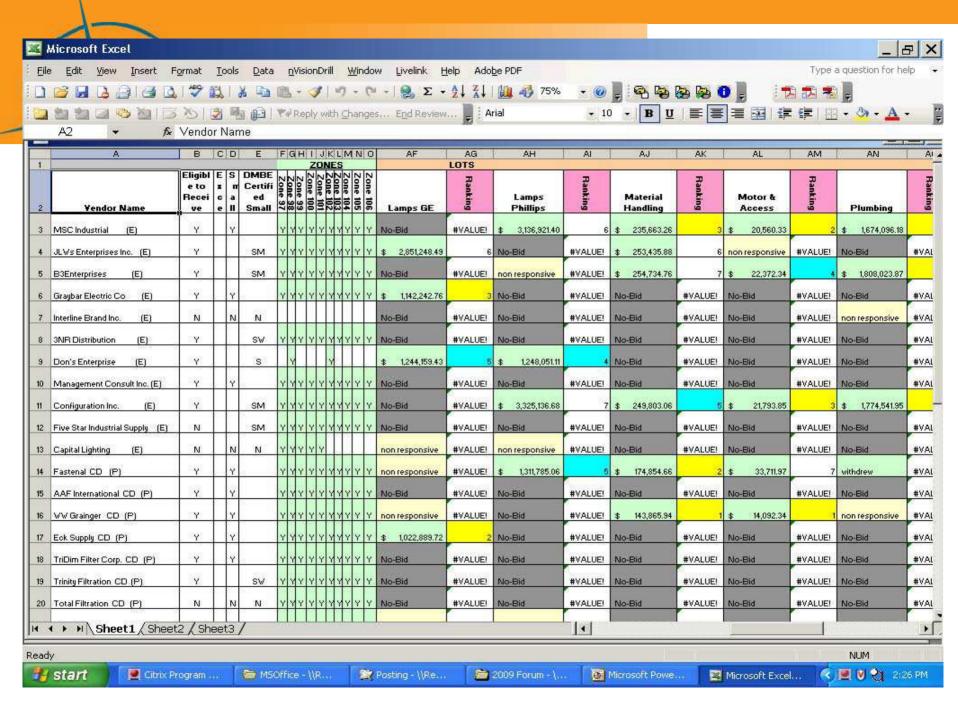
- 34 Vendors Responded
- 24 Valid Responses
- 19 Responsive Bidders

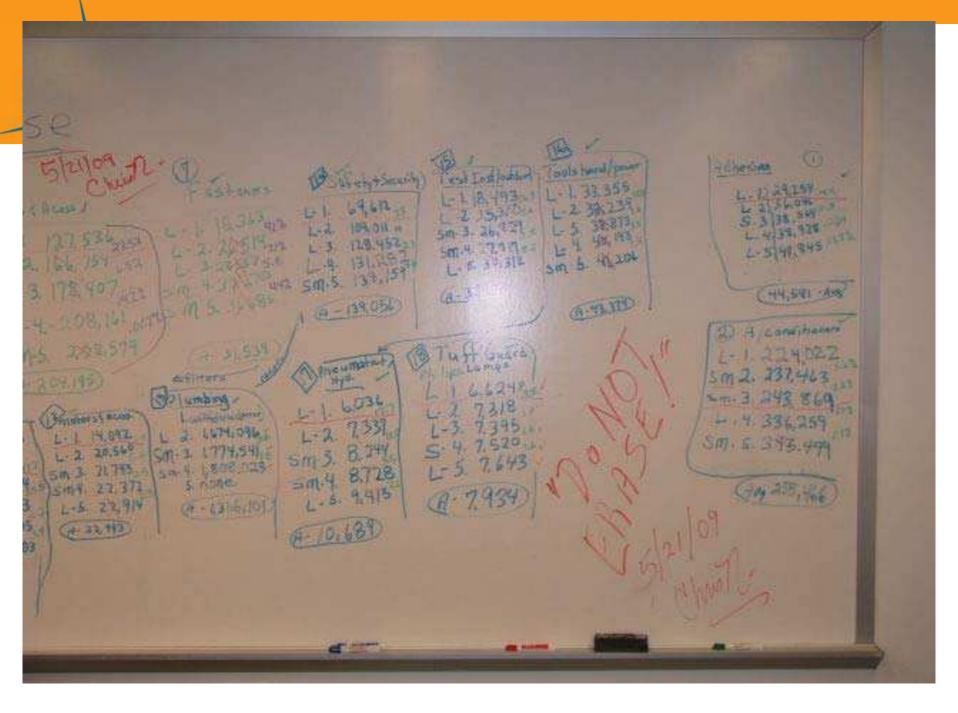




Developed Excel Evaluation Spreadsheets

 Imbedded formulas determined places 1 − 5 average price of commodity bid and low bid.







- 14 Bidders received 32 Contract Category Awards
- DMBE certified: 4 Small 2
   Minority 1 Women –
   2 Women only
- Contract Numbers are
   E194-1141-01-09VP through
   E194-1141-14-09VP



 Category commodity award includes market basket, discounts and all items all offered by the contractor in that category.



- All contracts awarded from the solicitation begin with E194-1141-.
- All are optional use.
- Award was made to more than one contractor in most categories.



http://eva.virginia.gov/

Quick Links

State Contracts



#### Virginia State Contracts

- Description: "MRO" (search)
- See all of the MRO contracts (plus one that isn't).



#### Virginia State Contracts

Contract: E194-1141 (search)

 Enter the prefix (E194-1141): all of the MRO contracts will show

2009 Forum - ...

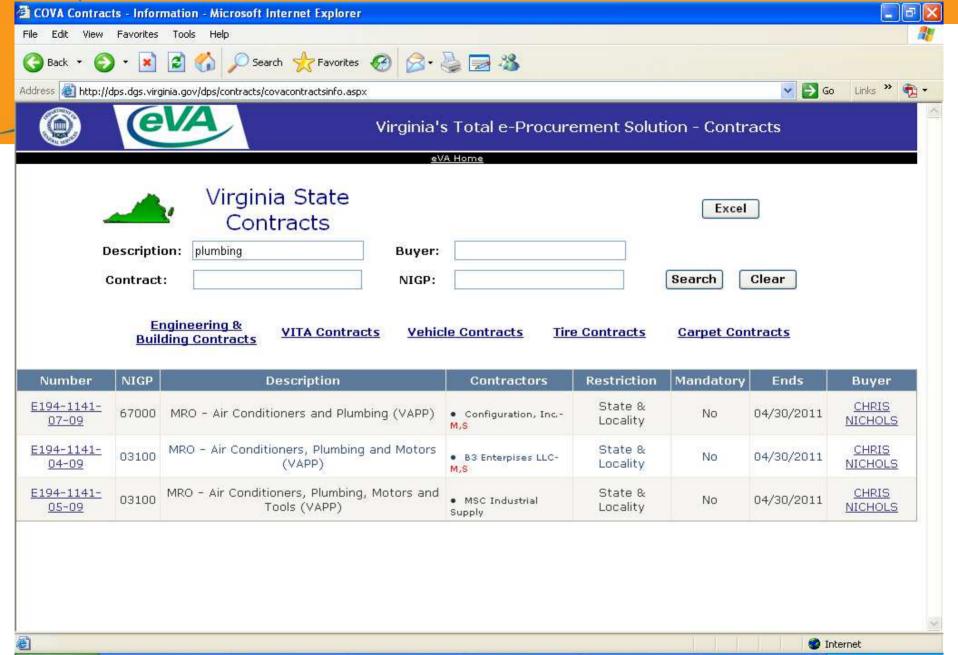
Citrix Program...



#### Virginia State Contracts

#### **Description** - Commodity Specific

- Plumbing
- Lamps
- Motors
- Filters























#### **Contract Files**

#### **Document Contract Number**

- Contract Award E194-1141-07-09
- Air Conditioners E194-1141-07-09
- Plumbing E194-1141-07-09



#### Contract Award E194-1141-07-09

- Basic contract information-Award Date
- Expiration of initial two year term
- Contact information-locations, zones, contacts, phone numbers
- List the Awarded Market Baskets



Instructions - Page 2 of each contract

- Purchase orders
- Special delivery
- Freight policy
- Returns Contractor's error
- Returns Buyer's error
- Restocking fees



- Files listed under "Contract Award" are the commodities awarded to the Contractor. In the file...
- Market Basket items are listed first.
- Manufacturer discounts and catalog discounts are shown below the Market Basket items.



 Contractors' Punch-out catalogs.

 Contract numbers- Must be Entered On ALL Purchase Orders.



#### THE END

#### **QUESTIONS?**