

Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Presented by

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Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- MRO – What is it?



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- 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.



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- 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.



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

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



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

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



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Building the Market Baskets

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



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- 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

1 **Commonwealth of Virginia MRO Invitation for Bid**

2 **Adhesives, Sealants, Machining, Welding**

3 **Supplier Name:**

4 **Submitted By:**

5

6 **Please ONLY fill in areas highlighted in yellow.**

6 **The section has 116 line items.** *Please enter pricing based on the unit of measure indicated.*

ITEM NUMB	Manufacturer SKU	Item Description	Suggested Manufacturer	UOM	Qty/	Qty.	Manufacturer	SKU	Unit Price	Extended Price	
104	97	203025	Paint,Marking	RUST-OLEUM	EA	1	48			\$ -	
105	98	209621	Spray Primer,Automotive,Coat	RUST-OLEUM	EA	1	24			\$ -	
106	99	V2324838	Marking Paint,Caution Blue,15 Oz	RUST-OLEUM	EA	1	30			\$ -	
107	100	V2187838	Spray Paint,Gloss,Dark	RUST-OLEUM	EA	1	26			\$ -	
108	101	1XRK1	Mechanics Gray,15 Oz	RUST-OLEUM	EA	1	26			\$ -	
108	101	1XRK1	Foam Brush,Size 2 In	INDUSTRIAL	EA	1	240			\$ -	
109	102	214646	Spray Paint,Gloss,Med Light	RUST-OLEUM	EA	1	26			\$ -	
110	103	V2115838	Spray Paint,Gloss,Silver	RUST-OLEUM	EA	1	25	Rustoleum	456	\$ 24.00	\$ 600.00
111	104	GR1VKA4000	Spray Primer,Flat,Gray,10 Oz	DEM-KOTE	EA	1	54	Rustoleum	645	\$ 18.00	\$ 972.00
112	105	V2133838	Spray Paint,Gloss,Safety Green,15	RUST-OLEUM	EA	1	24			\$ -	
113	106	V2178838	Spray Paint,Flat,Black,15 Oz	RUST-OLEUM	EA	1	24			\$ -	
114	107	1XRJ9	Foam Brush,Size 1 In	INDUSTRIAL	EA	1	240			\$ -	
115	108	1675838	Paint,Marking,Black	RUST-OLEUM	EA	1	30			\$ -	
116	109	F1625-1/2	Letterer Brush,1/2 In	WOOSTER	EA	1	20			\$ -	
117	110	GR1VKB4000	Spray Paint,John Deere Green,10 Oz	DEM-KOTE	EA	1	48			\$ -	
118	111	GR1VKA6000	Spray Paint,Gloss,White,10 Oz	DEM-KOTE	EA	1	48			\$ -	
119	112	205233	Paint,Marking Chalk	RUST-OLEUM	EA	1	24			\$ -	
120	113	206043	Paint, Athletic Field	RUST-OLEUM	EA	1	24			\$ -	
121	114	206045	Paint, Athletic Field	RUST-OLEUM	EA	1	24			\$ -	
122	115	GR1VKB1000	Spray Paint,Gloss,Blue/Gray,10 Oz	DEM-KOTE	EA	1	24			\$ -	
123	116	GR1VKB3000	Spray Paint,Gloss,Equipment	DEM-KOTE	EA	1	24			\$ -	
			Yellow,10 Oz							\$ -	
									Total	\$ 1,572.00	



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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



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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 **one** of the following:

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



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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.



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



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- **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



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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). ...



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

Microsoft Excel - Bidder Exceptions

File Edit View Insert Format Tools Data nVisionDrill Window Livelink Help Adobe PDF

Type a question for help

100%

Arial 10 B U

Reply with Changes... End Review...

	A	B	C	D	E	F	G	H
1	Vendor Name	Eligible to Receive Award	Exceptions to Bid	3 Addendums Returned	SBSCPlan			
12	Capital Lighting	N	Yes.(1) Ballast Advance Missing price=Non-responsive . (2) Ballast-GE Missing price=Nonresponsive. (3) GE Lamps Missing price=non-responsive. (4) Philips Lamps-Missing price = non-responsive. (5) Returned incomplete Sm Business SubContract Plan	Y	NO			
13	Fastenal CD	Y	(1) Need signature page for paper written response.	Y	Plan			
14	AAF International CD	?	Exceptions (Ven ID E57533) Att D pg 6. pg 7	Y	Plan			
15	WW Grainger CD	Y Withdrew exception	Yes. Price Escalation/Descalation Clause.	Y	Plan			
16	Eck Supply CD	Y	No - (1) Need signature page for written response.	Y	Plan			
17	TriDim Filter Corp. CD	Y	(1) Need signature page for paper written response.	Y	Plan			
18	Trinity Filtration CD	Not in eVA yet	(1) Need signature page for paper written response.	Y	SW			
19	Total Filtration CD	N	(1) Did not return Attach I - SBSC Plan	Y	NO			
20	WESCO Distribution	Y Withdrew exception	Yes. Provided new attachment J. Exception-bidder wants to negotiate 3 General Terms	Y	Plan			
21	IAQ Testing Services LLC NoCD		(1) Missing Add. 3	2 ret.	SW			
22	Applied Industrial Tech CD	y	(1) Need signature page for written response. Paper response received after electronic.	Y	Plan			
23	Mayer Electric CD	Y	N	Y	SW			
24	State Electric CD	Y withdrew "all paid on time invoices"	Yes. (1) Surcharge of 2% on all paid on time invoices. (2)Exception on Electrical-& plumbing nonresponsive this category.	Y	Plan			
25	Reval No CD	N	(1) No price/documents	Y	N			



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- Developed Excel Evaluation Spreadsheets
- Imbedded formulas determined places 1 – 5 average price of commodity bid and low bid.

Microsoft Excel																									
File Edit View Insert Format Tools Data nVisionDrill Window Livelink Help Adobe PDF																									
Type a question for help																									
75%																									
Reply with Changes... End Review...																									
Arial 10																									
B U																									
A2 Vendor Name																									
ZONES										LOTS															
Vendor Name	Eligible to Receive	Exclude	Small	DMBE Certified Small	Zone 97	Zone 98	Zone 99	Zone 100	Zone 101	Zone 102	Zone 103	Zone 104	Zone 105	Zone 106	Lamps GE	Ranking	Lamps Phillips	Ranking	Material Handling	Ranking	Motor & Access	Ranking	Plumbing	Ranking	
MSC Industrial (E)	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	\$ 3,136,921.40		6	\$ 235,663.26	3	\$ 20,560.33	2	\$ 1,674,096.18	
JL's Enterprises Inc. (E)	Y			SM	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	\$ 2,851,248.49	6	No-Bid	#VALUE!	\$ 253,435.88	6	non responsive	#VALUE!	No-Bid	#VAL	
B3Enterprises (E)	Y			SM	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	non responsive	#VALUE!	\$ 254,734.76	7	\$ 22,372.34	4	\$ 1,808,023.87		
Graybar Electric Co (E)	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	\$ 1,142,242.76	3	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
Interline Brand Inc. (E)	N	N	N	N											No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	non responsive	#VAL	
3NR Distribution (E)	Y			SW	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
Don's Enterprise (E)	Y			S	Y			Y							\$ 1,244,153.43	5	\$ 1,248,051.11	4	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
Management Consult Inc. (E)	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
Configuration Inc. (E)	Y			SM	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	\$ 3,325,136.68		7	\$ 249,803.06	5	\$ 21,793.85	3	\$ 1,774,541.95	
Five Star Industrial Supply (E)	N			SM	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
Capital Lighting (E)	N	N	N	N	Y	Y	Y	Y							non responsive	#VALUE!	non responsive	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
Fastenal CD (P)	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	non responsive	#VALUE!	\$ 1,311,785.06		5	\$ 174,854.66	2	\$ 33,711.97	7	withdrew	#VAL
AAF International CD (P)	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
W/W Grainger CD (P)	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	non responsive	#VALUE!	No-Bid	#VALUE!	\$ 143,865.94	1	\$ 14,092.34	1	non responsive	#VAL	
Eck Supply CD (P)	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	\$ 1,022,889.72	2	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
TriDim Filter Corp. CD (P)	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
Trinity Filtration CD (P)	Y			SW	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	
Total Filtration CD (P)	N	N	N	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VALUE!	No-Bid	#VAL	

se

5/21/09
Chart 7

①
Fasteners

- 1. 127,536
- 2. 166,154
- 3. 175,407
- 4. 208,161
- 5. 252,579
- 6. 204,192

- L-1 15,363
- L-2 20,514
- L-3 28,275
- L-4 37,210
- L-5 46,930

②
Wiring & Security

- L-1 67,612
- L-2 109,011
- L-3 128,452
- L-4 131,257
- SM-5 137,159

A-139,052

③
Inst. Inst. Outlet

- L-1 8,493
- L-2 15,375
- SM-3 26,427
- SM-4 27,170
- L-5 30,312

A-30,312

④
Tools turned power

- L-1 33,355
- L-2 38,239
- L-5 38,273
- L-4 40,193
- SM-5 42,204

A-42,204

⑤
Schemes

- L-1 29,159
- L-2 36,000
- S-3 38,840
- L-4 39,920
- L-5 41,945

A-44,541

⑥
Filters

- Plumbing
- L-1 14,042
 - L-2 20,560
 - SM-3 21,785
 - SM-4 22,372
 - L-5 22,914

A-22,912

⑦
Pneumatic

- L-1 6,036
- L-2 7,339
- SM-3 8,244
- SM-4 8,728
- L-5 9,415

A-10,689

⑧
Tuff Guard
Lamps

- L-1 6,624
- L-2 7,318
- L-3 7,395
- S-4 7,520
- L-5 7,643

A-7,934

DO NOT
ERASE!

5/21/09
Chart 7

⑨
4 conditions

- L-1 224,022
- SM-2 237,463
- SM-3 243,869
- L-4 336,259
- SM-5 343,474

A-243,466



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- 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



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

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



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- 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.



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- <http://eva.virginia.gov/>
- Quick Links
- State Contracts



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Virginia State Contracts

- **Description:** - “MRO” (search)
- See all of the MRO contracts (plus one that isn’t).



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Virginia State Contracts

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

Virginia State
Contracts

Excel

Description:

Buyer:

Contract:

E194-1141

NIGP:

Search

Clear

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[VITA Contracts](#)
[Vehicle Contracts](#)
[Tire Contracts](#)
[Carpet Contracts](#)

Number	NIGP	Description	Contractors	Restriction	Mandatory	Ends	Buyer
E194-1141-03-09	28500	MRO - Adhesives, Sealents, Machining and Welding Supplies (VAPP)	<ul style="list-style-type: none"> W. W. Glainger 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-02-09	28506	MRO - Advance Ballast, GE Ballast, Filters (VAPP)	<ul style="list-style-type: none"> Graybar Electrical 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-07-09	67000	MRO - Air Conditioners and Plumbing (VAPP)	<ul style="list-style-type: none"> Configuration, Inc.-M,S 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-04-09	03100	MRO - Air Conditioners, Plumbing and Motors (VAPP)	<ul style="list-style-type: none"> B3 Enterprises LLC-M,S 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-05-09	03100	MRO - Air Conditioners, Plumbing, Motors and Tools (VAPP)	<ul style="list-style-type: none"> MSC Industrial Supply 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-09-09	28500	MRO - Ballast, Advance, Electrical, Lamps, Philips, Tuff Guard, Halco (VAPP)	<ul style="list-style-type: none"> Mayer Electric Supply Co., Inc.-W 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-13-09	03140	MRO - Fans & Accessories (VAPP)	<ul style="list-style-type: none"> 3NR Distribution, Inc.-W,S 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-12-09	03140	MRO - Fans & Accessories; Tools-Power & Hand (VAPP)	<ul style="list-style-type: none"> Management Consulting, Inc.-W 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-14-09	27047	MRO - Fasteners, Hardware & Lubes (VAPP)	<ul style="list-style-type: none"> Fastenal Company 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-01-09	03144	MRO - Filters (VAPP)	<ul style="list-style-type: none"> Tri-Dim Filter Corp. 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-06-09	28550	MRO - Lamps - Philips (VAPP)	<ul style="list-style-type: none"> Philips Enterprises, Inc. 	State & Locality	No	04/30/2011	CHRIS NICHOLS

Virginia State Contracts

Description - Commodity Specific

- Plumbing
- Lamps
- Motors
- Filters



Virginia's Total e-Procurement Solution - Contracts

eVA Home



Virginia State Contracts

Excel

Description:

Buyer:

Contract:

NIGP:

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Number	NIGP	Description	Contractors	Restriction	Mandatory	Ends	Buyer
E194-1141-07-09	67000	MRO - Air Conditioners and Plumbing (VAPP)	<ul style="list-style-type: none"> Configuration, Inc.-M,S 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-04-09	03100	MRO - Air Conditioners, Plumbing and Motors (VAPP)	<ul style="list-style-type: none"> B3 Enterprises LLC-M,S 	State & Locality	No	04/30/2011	CHRIS NICHOLS
E194-1141-05-09	03100	MRO - Air Conditioners, Plumbing, Motors and Tools (VAPP)	<ul style="list-style-type: none"> MSC Industrial Supply 	State & Locality	No	04/30/2011	CHRIS NICHOLS



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Contract Files

Document	Contract Number
■ <u>Contract Award</u>	E194-1141-07-09
■ <u>Air Conditioners</u>	E194-1141-07-09
■ <u>Plumbing</u>	E194-1141-07-09



Facilities Maintenance, Repairs and
Operations: Procuring the New Contracts

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



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

Instructions - Page 2 of each contract

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



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- 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.



Facilities Maintenance, Repairs and Operations: Procuring the New Contracts

- Contractors' Punch-out catalogs.
- Contract numbers- Must be Entered On ALL Purchase Orders.



Facilities Maintenance, Repairs and
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THE END

QUESTIONS?