Custodial and Hospitality Supplies

Statewide Contract Webinar – December 15, 2011
Trina E. Williams
Associate Category Manager

Experience
Background – 5 years in Procurement
Joined DOAS in January, 2008

Education
Keller Graduate School of Management – MBA
Devry Institute of Technology – BS
Georgia Certified Purchasing Associate (GCPA)

Contact Information
Trina.Williams@doas.ga.gov
404-656-5452
Purpose of this Webinar

State Purchasing Division – Statewide Contracts

1. EXPLAIN the purpose
2. REVIEW the benefits
3. LIST specific details
4. LIST the benefits
5. FIND on the website
6. REVIEW FAQs
7. DESCRIBE how to get info
Purpose of this Webinar
State Purchasing Division – Statewide Contracts

Purpose:
The purpose of this webinar is to present the new statewide contract: Custodial and Hospitality Supplies.
I will discuss what this new contract provides and how to use it.
I will introduce the Suppliers: Dade Paper Company and Southeastern Paper Group.
Please use the webinar tool to submit any questions you may have and, I will answer them at the conclusion of the webinar.
## Statewide Contract Details

### State Purchasing Division – Statewide Contracts

<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>What is the Contract Number?</td>
<td>Contract #99999-SPD-SPD0000061</td>
</tr>
<tr>
<td>Is it a Renewal?</td>
<td>No</td>
</tr>
<tr>
<td>Does it Replace Existing Contracts?</td>
<td>Yes. Can Liners #70767, Personal Paper #50241 &amp; Disposable Food Service Items #80769</td>
</tr>
<tr>
<td>What is the Contract Term?</td>
<td>1 Year with 4 (1) year options to renew</td>
</tr>
<tr>
<td>What is the Expiration Date?</td>
<td>12-31-2012</td>
</tr>
<tr>
<td>Does it Allow the Use of the P-Card?</td>
<td>Yes</td>
</tr>
<tr>
<td>Who is the Person to Contact with Questions:</td>
<td>Trina E. Williams <a href="mailto:Trina.Williams@doas.ga.gov">Trina.Williams@doas.ga.gov</a> (404) 656-5452</td>
</tr>
</tbody>
</table>
Key Benefits

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- Deep discounts from 15% to 30% off list prices; on average 7.5% cheaper than previous SWC.
- Free delivery available on orders of five (5) cases or more.
- Expanded product offerings in all three categories.
- The Can Liners and Personal Paper Categories offer proprietary consultation services and training, including Eat Safe, Hy-Protection Zone, Environmental and GreenSafe programs.
- Accepting of the Procurement Card (PCard)
Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts

Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts

2. Hover over the State and Local section of the screen.
3. Click on State Purchasing.
Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts

4. In the Direct Links section, click on Statewide Contracts.
Use tgmguest as the User Name and the Password

5. To access contract information, click on the Team Georgia Marketplace™ icon to access the Login screen. This User Name and Password is generic and only provides access to contract information.
Statewide Contracts Index

6. When the Login screen displays, use **tgmguest** as the User Name and the Password. This generic ID and Password allows access to contract information only.
You can also click on the Team Georgia Marketplace™ icon to access the same Login screen, but enter your personal Window Shopper User Name and Password. This allows you to access the Statewide Contract Index as well as to shop for items available from the Statewide Contracts.

You can also click on the Team Georgia Marketplace™ icon to access the same Login screen, but enter your personal Window Shopper User Name and Password. This allows you to access the Statewide Contract Index as well as to shop for items available from the Statewide Contracts.
SWC for Window Shoppers

If you are a Window Shopper user, you can access the Statewide Contract Index by entering your personal User Name and the Password once the Login screen displays. Then, click on the **Contracts tab**.
Once you access the system using the generic or your personal User Name and Password, click on the **Contracts** tab to access the Statewide Contracts.
How to use this contract

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• For all line items, process your P. O. through Team GA Marketplace (TGM). Each supplier has their own line item schedule in TGM. Their contract numbers are 99999-SPD-SPD0000061-0001 (Dade Paper) and 99999-SPD-SPD0000061 – 00002 (Southeastern Paper Group).

• Both Supplier’s catalogs, which offer a fixed percent discount off the list price, have been made available through Team Georgia Marketplace for purchase.
Dade Paper Company

Awarded: Can Liners and Personal Paper Categories

Presenter: Kristina McSpadden, C.P.M.
► Dade Paper, - Bid Specialist
► 20 years experience
► Kristina.Mcspadden@dadepaper.com
► 678-322-4436 or 1-800-696-6919 ext. 4436
Who we are

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• Dade Paper is the largest independent supply systems distributor in the Eastern United States and has the longest tenure in Georgia.
• Dade Paper was founded in 1939 and remains a family owned and operated business with 950 employees, 135 in Georgia
• Dade Paper serves over 25,000 customers, approximately 5200 in Georgia
• Dade Paper operates 8 distribution centers and 10 depots, 5 of which service Georgia
• Dade Paper’s fleet includes over 200 vehicles, 40 in Georgia
Key Benefits
State Purchasing Division – Statewide Contracts

- At **minimum** Dade Paper Company offers a committed 3 person staff with a combined 22+ years experience handling state and local governmental agencies.
- Complete state coverage utilizing 3 distribution centers and 2 depots.
- Discounts of 20-30% off of list catalog pricing.
- Dade Paper offers on line ordering capabilities by contacting your contract administrator or using Team Georgia Marketplace.
- Contract Administrator and/or bid coordinator will be readily available for proprietary consultation services and/or training. Including EatSafe, HYprotection Zone, Environmental Service and GreenSafe programs.
- Currently we have many experts on staff with credentials which include Leadership in Energy and Environmental Design (LEED AP), Cleaning Industry Management Standard (CIMS) and ServSafe.
# Frequently Asked Questions

*State Purchasing Division – Statewide Contracts*

<table>
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</tr>
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<tbody>
<tr>
<td>Who owns Dade Paper?</td>
<td>Dade Paper is wholly-owned by the Genet family since its founding in 1939.</td>
</tr>
<tr>
<td>Which Dade Paper distribution centers will service the State of Georgia?</td>
<td>Austell, GA; Jacksonville, FL; Loxley, AL along with 2 support depots in Savannah and Auburn.</td>
</tr>
<tr>
<td>Does Dade Paper have experience serving government agencies?</td>
<td>Currently Austell and Loxley services several State of Alabama contracts, Austell services the State of South Carolina towel and tissue contract and Jacksonville services several State of Florida contracts.</td>
</tr>
<tr>
<td>Does Dade Paper offer other programs servicing government agencies? What are those?</td>
<td>Dade Paper is a GSA contract holder, as well as a National Intergovernmental Purchasing Alliance (NIPA) distributor.</td>
</tr>
<tr>
<td>What is my lead-time on orders placed before 5 pm Monday-Friday?</td>
<td>Orders will be delivered within 10 business days.</td>
</tr>
<tr>
<td>Who will handle my orders?</td>
<td>All orders will be processed through the Austell, GA facility. Contacts are noted on the next presentation slide.</td>
</tr>
</tbody>
</table>
Distribution Points and Contacts

- Bid Administrator:
  Kristina McSpadden, C.P.M.
  kmcspadden@dadepaper.com
  1-800-696-6919 ext. 4436

- Bid Coordinator:
  Stacy Clayton
  sclayton@dadepaper.com
  1-800-696-6919 ext. 4435

- Customer Service Representative:
  Kay Ross
  kross@dadepaper.com
  1-800-696-6919 ext. 4586
Southeastern Paper Group

Awarded: Disposable Food Service Items Category

Presenter: Anthony Greco

► Southeastern Paper Group, - Government Contract/School Bid Manager
► 6 years experience
► Anthony.Greco@sepapergroup.com
► 1-800-858-7230 ext. 3437
Why Southeastern Paper Group?
How Does Southeastern Paper Group Determine Your Needs?

- We Ask
- We Listen
- We Survey
- We Research
Lower Your Risk

- 99.2% Fill Rate
- Dependable and Courteous Drivers
- Extensive Training
- In-House Service Department
- Clear and Accurate Invoicing
- Live On-Line Inventory and Ordering
Unparalleled Service

• 7 Distribution Centers
• Over a 1,000,000 sq. ft. of Warehouse
• 90 Sales Representatives
• 125 Delivery Vehicles
• Over 25,000 stocked products
For more information
State Purchasing Division – Statewide Contracts

Submit Questions To:
Trina E. Williams
Associate Category Manager
Telephone: (404) 656-5452
Email: Trina.Williams@doas.ga.gov

Dade Paper: Can Liners & Personal Paper Categories
Kristina McSpadden
Bid Coordinator
Telephone: 1-800-696-6919 ext. 4436
Email: kmcspadden@dadepaper.com

Southeastern Paper Group: Disposable Food Service Items
Anthony Greco
Government Contract/School Bid Manager
Telephone: 1-800-858-7230 ext. 3437
Email: Anthony.Greco@sepapergroup.com

This Webinar
A copy of this webinar will be posted on the State Purchasing Division website.
Questions…