COMBINED WEBINAR

MRO- Industrial Supplies (SWC60741)
Convenience Statewide Contract

&

Lamps and Ballasts (SWC090803)

April 21, 2010
Your Presenters
State Purchasing Division – Strategic Sourcing

Trina E. Williams, GCPA
Sourcing Specialist

Experience
Two (2) years of Public Procurement Experience.

Education
BS - DeVry Institute of Technology
MBA - Keller Graduate School of Management

Contact Information
Trina.Williams@doas.ga.gov
404-656-5452

Carl A. Hall, JD, MBA, C.P.M., CPPB
Associate Category Manager

Experience
20+ years of progressive Public & Private Sector Purchasing/Contracting Experience

Education
BS – University of Tennessee – Knoxville
MBA - Madison University
JD – John Marshall Law School

Contact Information
Carl.hall@doas.ga.gov
404-657-4254
Purpose of this Webinar

State Purchasing Division – Statewide Contracts

1. EXPLAIN the purpose
2. REVIEW the benefits of the respective contracts
3. LIST specific details of Grainger’s MRO and Lamps & Ballast Contracts
4. LIST the benefits of each contract
5. FIND the contracts on the DOAS website
6. REVIEW FAQs
7. DESCRIBE how to get info on each contract
PART ONE

RE-LAUNCH OF MRO CONTRACT

Facilitator: Trina E. Williams
## 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 SWC # 60741</td>
</tr>
<tr>
<td>What type of Contract?</td>
<td>Convenience</td>
</tr>
<tr>
<td>Does it Replace an Existing Contract?</td>
<td>No</td>
</tr>
<tr>
<td>What is the Contract Term?</td>
<td>1 Year</td>
</tr>
<tr>
<td>What is the Expiration Date?</td>
<td>11-30-2010</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</td>
</tr>
<tr>
<td></td>
<td><a href="mailto:Trina.Williams@doas.ga.gov">Trina.Williams@doas.ga.gov</a></td>
</tr>
<tr>
<td></td>
<td>404-656-5452</td>
</tr>
</tbody>
</table>
Key Benefits

State Purchasing Division – Statewide Contracts

Key Benefits:

• Deep discounts from 10% to 34% off list price.
• Free Delivery
• In-Stock Product Breadth & Depth: $1 Billion in on-hand inventory, 1,400+ industry leading manufacturers, 500k SKU’s assigned in system
• 14 Georgia locations for immediate product availability
• Accepts Purchase Orders and the P-Card.
• Keep Stock includes: Managed ordering system, product identification, ordering, put-away and scanning
• Example of Products offered include: Emergency preparedness, homeland security, patient evacuation, material handling, tools, hardware, safety, electrical accessories, motors, testing equipment, cutting tools, pipes, valves and fittings, fasteners, carts and hoppers
Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts

1. Visit the DOAS website at www.doas.ga.gov
Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts

2. Hover over the “State and Local” section
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”
Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts

Statewide Contract Index

200 Piedmont Avenue, SE, Suite 1308 West Tower
Atlanta, Georgia 30334-9010
Phone: 404-657-6000
Fax: 404-657-8444

STATEWIDE CONTRACTS

State Purchasing establishes competitive statewide contracts for a wide variety of products, services, and equipment. These contracts cover commonly used commodities such as office furniture, motor vehicles, natural gas, liquid petroleum, paint, ammunition, asphalt, and much more. In order to find the contract that best fits your needs, use the following menu of search options:

If you have questions pertaining to a specific contract, please contact the State Purchasing Buyer identified in the contract information, or contact the State Purchasing office at 404-657-6000.

MENU

Choose one of the methods below to access Statewide Contracts

- list of Statewide Contracts (Alpha order)
- list of 5 Digit NIGP codes assigned to Statewide Contracts
- Search for Statewide Contracts by keyword
- Search for Statewide Contracts by Major NIGP Category

RETURN

Select a method to view the list of contracts and this contract will be: “MRO-Industrial Supplies”
How to use this contract

Ordering Instructions

• Phone: 866-403-4255
• Fax: 888-803-7327
• On-line via
  www.grainger.com/Grainger/static/fos_gawsca.html
  Prior to ordering, you must have an account User ID and Password.
• Customers transitioned onto Team Georgia Marketplace should follow the instructions outlined in the Team Georgia Marketplace training materials.
GRAINGER MRO PROGRAM
OVERVIEW

Mr. Rodney Lynn
Sr. Government Sales Manager
Georgia Coverage

- **Approx. 467 Georgia Employees**

- **14 Branch Locations:**
  - Albany
  - Athens
  - Atlanta
  - Augusta
  - Austell
  - Columbus
  - Conyers
  - Dalton
  - Forest Park
  - Macon
  - Marietta
  - Norcross
  - Roswell
  - Savannah

- **Inventory:**
  - Jacksonville, FL Distribution Center
  - Greenville, SC Distribution Center

- **Same Day Service**

- **Next Day Delivery**
Product Categories

• Adhesives
• Safety & Security
• Fasteners and Hardware
• Tools, Test Equipment and Electrical Accessories
• Material Handling
• HVAC
• Plumbing
• Pumps and Plumbing
• Electrical
• Motors & Power Transmission
• Metal Working and Welding
• And More!!!!!
You Face Many Challenges Daily

- Availability
- Facility Security
- Delivery Times
- JIT Inventory
- Training
- Lost Work Days
- Inventory Levels
- Freight
- Power Outages
- Workers Compensation
- Hard to Find Item
- BUDGET CUTS
- Productivity Improvements
- Air Quality
- Safety
- CASH FLOW
- Supplier out of Stock
- Ordering
- HazMat
- Employee Satisfaction
- Repair Parts
- OSHA Audits
- Technical Support
- Different Brands
- Production Line Issues
- Cross Referencing
- Testing & Audits
- Product Quality
Grainger Services

• Local team to support your service requirements
• Sourcing and Consulting services included
• Local inventory to meet your needs
• Same day shipping
• 24 hour emergency access 800-Call-WWG
• 24 hour repair parts availability 800-323-0620
• Easy No Hassle Return Process
• E-procurement support
• Free Shipping
• Quick & convenient 24/7
• Real time availability/Price
• Preferred lists
• Order Management
  • Spending Limits
  • Approval Flow
• Robust search engine
  • Manufacturer #
  • Competitor #
  • Description
  • MotorMatch® – LampMatch® – CasterMatch®
• Online MSDS
• Repair Parts Schematics
• Custom Sign Maker
Inventory Solutions

- **Inventory Scan**
  - Grainger provides implementation and barcode labels
  - Customer-managed ordering system
  - Scanning & internet technologies

- **KeepStock**
  - Grainger-managed ordering system
    - Product identification, ordering, put-away and scanning
  - Grainger van delivery in select markets
  - Best fit if less than 2 hours at customer site per week
PART TWO

RE-LAUNCH OF SWC For Lamps & Ballasts

Facilitator: Carl A. Hall
## 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 # SWC-090803</td>
</tr>
<tr>
<td>Is it a Renewal?</td>
<td>No</td>
</tr>
<tr>
<td>Does it Replace an Existing Contract?</td>
<td>Yes (Replaced SWC #010727)</td>
</tr>
<tr>
<td>What is the Contract Term?</td>
<td>2 Years (Base Term)</td>
</tr>
<tr>
<td>What is the Expiration Date?</td>
<td>06/30/2011</td>
</tr>
<tr>
<td>Does it Allow the Use of the P-Card?</td>
<td>Yes</td>
</tr>
</tbody>
</table>
Key Benefits

State Purchasing Division – Statewide Contracts

Key Benefits:

• Contract pricing on CORE Items
• Competitive % Discount Off List on Non-Core Items
• Contract Includes Fixtures
• Recycling Materials
• Phone-In Orders
• Accepts P-Cards
• Delivered Pricing
How to use this contract

State Purchasing Division – Statewide Contracts

• 5 Suppliers Awarded Contracts Under This Statewide Contract:
  ▪ VOSS LIGHTING
  ▪ REGENCY LIGHTING
  ▪ GRAYBAR
  ▪ E. SAM JONES
  ▪ GRAINGER

• Categories Awarded
  – HID
  – Halogen Lamps
  – Recycling Kits
GRAINGER LAMPS & BALLAST PROGRAM OVERVIEW

Mr. Rodney Lynn
Sr. Government Sales Manager
Questions...
Submit Questions Regarding MRO Contract To:

Trina E. Williams, Sourcing Specialist
Email Address: Trina.Williams@doas.ga.gov
Phone Number: 404-656-5452

Submit Questions Regarding Lamps & Ballast Contract To:

Carl A. Hall, Associate Category Manager
Email Address: Carl.hall@doas.ga.gov
Phone Number: 404-657-4254

Vendor Contact Information Regarding MRO Contract:

Email Address: Atlanta@grainger.com
Person to Contact: Rodney Lynn,
Phone Number: 866-403-4255

Vendor Contact Information Regarding Lamps & Ballast Contract:

Email Address: Atlanta@grainger.com
Person to Contact: Lee Bartlett (For Ordering Questions)
Phone: 404-469-0975 Fax: 404-355-6110
Rodney Lynn (For Contract Questions)
Phone: 704-618-5148