



LAMPS AND BALLAST Statewide Contract (Re-Launch)

Statewide Contract Webinar – May 18, 2010

Your Presenter

State Purchasing Division – Statewide Contracts



**Carl A. Hall, C.P.M., CPPB,
GCPA**

Associate Category Manager

Experience

20+ Years of Procurement Experience

Education

BS – University of Tennessee, Knoxville

MBA – Madison University

JD – John Marshall Law School

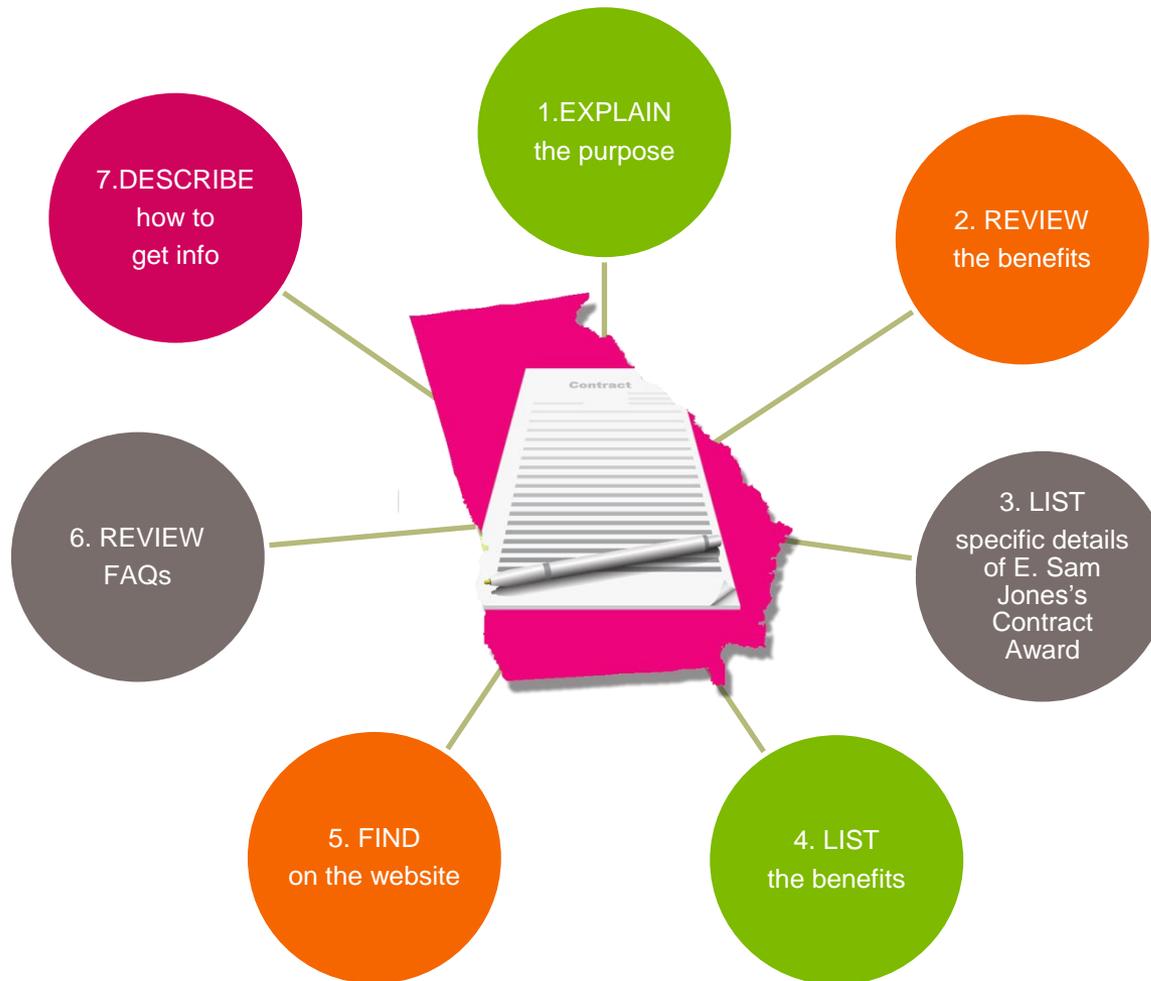
Contract Information

Carl.hall@doas.ga.gov

404-657-4254

Purpose of this Webinar

State Purchasing Division – Statewide Contracts



Statewide Contract Details

State Purchasing Division – Statewide Contracts



What is the Contract Number?	Contract # SWC-090803
Is it a Renewal?	No
Does it Replace an Existing Contract?	Yes (Replaced SWC #010727)
What is the Contract Term?	2 Years (Base Term)
What is the Expiration Date?	06/30/2011
Does it Allow the Use of the P-Card?	Yes

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

Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts



Georgia
Department of
Administrative Services

Mobile Sitemap Careers Contact

Search GO Font Size: A⁻ A A⁺

Advanced Search

Department of Administrative Services
CUSTOMER FOCUSED. PERFORMANCE DRIVEN

DOAS Home About Us State and Local Suppliers Public and Non-Profit

STATE & LOCAL

Risk & Insurance State Purchasing

SUPPLIER SERVICES

Bids & Contracts Getting Started

PUBLIC & NON-PROFIT

Surplus Property Getting Started

Team Georgia Marketplace
Changing the way we do business!

Features

New Look, Even Better Service . . .

It's a new virtual world for DOAS!

- Access resources for touring the site
- Take our Web site Survey
- Participate in the scavenger hunt!

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



Georgia Department of Administrative Services

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Advanced Search

STATE PURCHASING

DOAS Home About Us State and Local Suppliers Public and Non-Profit

Home > State and Local > State Purchasing

EXPLORE STATE PURCHASING

Contracts

- » Knowledge Management
- » Services & Contacts
- » Process & Performance
- » Policies & Procedures
- » Procurement & Sourcing Tools
- » 7 Stages of Procurement

Contracts at the statewide and agency level offer state and local governments a variety of products and services at competitive prices. Access to Team Georgia Market Place and contract indexes. [Learn More...](#)

Team Georgia Marketplace

Changing the way we do business!

Features

- » Team Georgia Marketplace
- » Official Forms & Documents
- » Purchasing & Travel Cards
- » Purchasing Training
- » How do I... ?
- » How's my Service?
- » State Purchasing Help Desk

Learn more...

Official Forms & Documents

Purchasing & Travel Cards

Purchasing Training

How do I... ?

How's my Service?

State Purchasing Help Desk

Direct Links

- » Login to GPR for State & Local Entities
- » Bid Notices - GA Procurement Registry
- » Agency & University Procurement Officer List
- » eQuote
- » GA Vendor Manual
- » GA Procurement Manual
- » Statewide Contracts
- » State Use Procurement List
- » IKON Document Solutions

News

- » Jun 24: DOAS Tucker surplus office relocates to Sloppy Floyd state offices
- » Jun 17: Ways to Save: Purchase DOAS Surplus Property – 11 Alive Video.
- » Apr 21: Governor Perdue's Press Release on the Spend Management Project

More News...

Events

- » Jul 21: Supplier Seminar
- » Aug 06: Supplier Orientation
- » Aug 11: Supplier Webinar
- » Aug 20: Supplier Seminar

More Events...

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Bookmark

Direct Links

- » Login to GPR for State & Local Entities
- » Bid Notices - GA Procurement Registry
- » Agency & University Procurement Officer List
- » eQuote
- » GA Vendor Manual
- » GA Procurement Manual
- » Statewide Contracts
- » State Use Procurement List
- » IKON Document Solutions

4. In the “Direct Links” section, click on “Statewide Contracts”

Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts



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](#)

PR_StateWide_contract_menu

Select a method to view the list of contracts and this contract will be:
“Lamps, Ballasts & Fixtures”

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



E. Sam Jones Overview

Kerin Carroll
Julian Richard

E. Sam Jones Distributor, Inc.



From the Nation's
Most Complete
Lighting Distributor



Commitment, Quality and Service



E. Sam Jones, Distributor, Inc.



Our mission is to deliver customized lighting solutions that feature high-quality products at competitive prices and are backed up by the proven professional support of E. Sam Jones' friendly, knowledgeable staff and their commitment to providing the best in selection, service and support for the long-term.

Why E. Sam Jones?

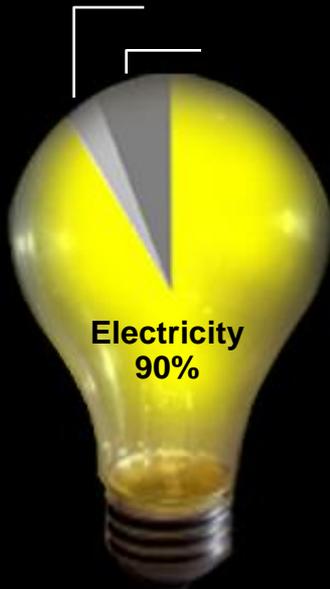


- Comprehensive, customized procurement solutions
- Energy audits reveal savings opportunities
- Prompt delivery nationwide
- Flexible reporting capabilities to track expenditures
- Backed by over 50 years of expertise and quality
- Only “specialty lighting” distributor to carry all three major lamp lines

We deliver comprehensive, flexible lighting solutions designed to meet your multi-location objectives

Reduce consumption, enhance profitability

What is your true cost of light?



Evaluate current lighting systems

- Analyze utility bills
- Situation-specific solutions
- Delivers results
 - Improved light quality
 - Reduced power consumption
 - Improved bottom line

NATIONAL
ACCTS

LIGHTING

AUDITS

CUSTOM
PROCESS

CUSTOM
REPORTS

CUSTOMER
SATISFACTION

Customer Service and Support:

Committed to your satisfaction



- 180 employees nationwide
- CSRs available across all time zones*
- Knowledgeable CSRs specifically assigned to your account



Proven individualized service and results

NATIONAL
ACCTS

LIGHTING

AUDITS

CUSTOM
PROCESS

CUSTOM
REPORTS

CUSTOMER
SATISFACTION

Your Most Complete Lighting Distributor – E. Sam Jones



- Cross industry and cross country solutions
- Flexible custom designed programs
- The right product for the right application
- Proven efficiency enhancement programs that reduce your operating expenses and improve your bottom line

NATIONAL
ACCTS

LIGHTING

AUDITS

CUSTOM
PROCESS

CUSTOM
REPORTS

CUSTOMER
SATISFACTION

**E. Sam Jones
Distributor, Inc.**



Going To Work for You



For more information

State Purchasing Division – Statewide Contracts



Submit Questions To:

Email Address:

carl.hall@doas.ga.gov

Person to Contact:

Carl A. Hall

Phone Number:

404-657-4254

Vendor Contact Information:

Email Address:

[Kerin Carroll@esamjones.com](mailto:Kerin.Carroll@esamjones.com)

Person to Contact:

Kerin Carroll, Account Representative

Phone Number:

800-624-9849

Questions...





Georgia