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

1. EXPLAIN the purpose
2. REVIEW the benefits
3. LIST specific details of E. Sam Jones’s Contract Award
4. LIST the benefits
5. FIND on the website
6. REVIEW FAQs
7. DESCRIBE how to get info

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| **Statewide Contract Details**  
State Purchasing Division – Statewide Contracts |
<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>What is the Contract Number?</strong></td>
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<tr>
<td><strong>Is it a Renewal?</strong></td>
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<tr>
<td><strong>Does it Replace an Existing Contract?</strong></td>
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<tr>
<td><strong>What is the Contract Term?</strong></td>
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<tr>
<td><strong>What is the Expiration Date?</strong></td>
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<td><strong>Does it Allow the Use of the P-Card?</strong></td>
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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

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 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

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
From the Nation’s Most Complete Lighting Distributor
Commitment, Quality and Service

Founded in 1948

Inventory

National distribution

Flexibility
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

Electricity 90%

Energy Audits and Retrofits
Reduce consumption, enhance profitability

CUSTOMER SATISFACTION
NATIONAL ACCTS
LIGHTING
AUDITS
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

*During regular business hours
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
Always A Bright Idea

Going To Work for You

- Comprehensive, customized and innovative solutions
- Statewide commitment to quality and service
- Over 50 years of leadership and expertise
For more information

State Purchasing Division – Statewide Contracts

<table>
<thead>
<tr>
<th>Submit Questions To:</th>
<th>Vendor Contact Information:</th>
</tr>
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<tbody>
<tr>
<td>Email Address: <a href="mailto:carl.hall@doas.ga.gov">carl.hall@doas.ga.gov</a></td>
<td>Email Address: Kerin <a href="mailto:Carroll@esamjones.com">Carroll@esamjones.com</a></td>
</tr>
<tr>
<td>Person to Contact: Carl A. Hall</td>
<td>Person to Contact: Kerin Carroll, Account Representative</td>
</tr>
<tr>
<td>Phone Number: 404-657-4254</td>
<td>Phone Number: 800-624-9849</td>
</tr>
</tbody>
</table>
Questions…