



# Zep Sales and Service SWC#90793

*Cleaning Supplies Statewide Convenience Contract Webinar*

*March 08, 2010*

# Your Presenter

*State Purchasing Division – Statewide Contracts*



## Trina E. Williams

*Sourcing Specialist*

### Experience

*2 years of Public Procurement Experience.*

### Education

*Masters of Business Administration – Keller Graduate School of Management.*

*DeVry Institute of Technology – Business Information Systems*

### Contact Information

*Trina.Williams@doas.ga.gov*

*404-656-5452*

# Purpose of this Webinar

*State Purchasing Division – Statewide Contracts*



# Purpose of this Webinar

*State Purchasing Division – Statewide Contracts*



## Purpose:

- To re-launch the Convenience SWC for Cleaning Supplies.
- Highlight the benefits of the Statewide Contract for Cleaning Supplies.
- To answer any questions that our customers may have regarding this contract.

# Statewide Contract Details

*State Purchasing Division – Statewide Contracts*



<b>What is the Contract Number?</b>	<b>Contract SWC # 90793</b>
<b>What type of Contract?</b>	<b>Convenience</b>
<b>Does it Replace an Existing Contract?</b>	<b>No</b>
<b>What is the Contract Term?</b>	<b>1 Year</b>
<b>What is the Expiration Date?</b>	<b>12-31-2010</b>
<b>Does it Allow the Use of the P-Card?</b>	<b>Yes</b>
<b>Who is the Person to Contact with Questions:</b>	<b>Trina E. Williams Trina.Williams@doas.ga.gov 404-656-5452</b>

# Key Benefits

*State Purchasing Division – Statewide Contracts*



## Key Benefits:

- Deep Discounts from 25% to 38% off catalog list price
- Free Delivery
- No minimum order quantity
- Extensive “Green” Product Line
- Dispensing equipment available to assist in cost reduction where applicable
- Over 4,000 products which include: Hand care, industrial maintenance products, laundry, dishwashing, food systems, floor and carpet care, restroom care, drain care and general purpose cleaners
- Product is available in a variety of packaging sizes
- Georgia based company
- 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<sup>-</sup> A A<sup>+</sup>

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](http://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

Mobile Sitemap Careers Contact

Search GO Font Size: A<sup>-</sup> A<sup>+</sup>

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

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

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...

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...

georgia.gov | Privacy / Security / Notices | Translate

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:  
**“CLEANING SUPPLIES”**

# How to use this contract

*State Purchasing Division – Statewide Contracts*



- **Ordering Instructions**
- Orders can be placed by phone or fax:
- Phone: 404-367-2308
- Fax: 404-367-6356
- Email: [Georgia.state@zep.com](mailto:Georgia.state@zep.com)
- Online ordering through [www.zepconnect.com](http://www.zepconnect.com) . Prior to ordering online, you must have an account **User ID** and **Password**. Please Contact: Rhonda Hicks at [Rhonda.Hicks@zep.com](mailto:Rhonda.Hicks@zep.com) to set up an account user id and password.
- Customers transitioned onto Team Georgia Marketplace should follow the instructions outlined in the Team Georgia Marketplace training materials.



***INTRODUCING***  
***MR. JAMES FARRELL***  
**ZEP SALES AND SERVICE**

# Zep Inc



- Headquartered in Atlanta, GA
- Established in 1937
- Leading manufacturer of cleaning and maintenance chemicals
- **37 Sales Representatives in the State of Georgia**
- 32 strategically located U.S. distribution centers
- 3 Manufacturing Facilities located in Georgia
- ISO 9001 & ISO-14000 Certified
- Winner 2000 IAFFP “Black Pearl Award”

# Capabilities

- **Capabilities**
  - Chemical specialist
    - Trained knowledgeable onsite service
    - Technical assistance from laboratory chemist
  - Wide product line across multiple market segments
  - Color coded secondary labels
  - Bilingual Material Safety Data Sheet and Labels
  - Fast accurate delivery
  - Easy to do business with

# Key Benefits



## Key Benefits

- One contract for all Cleaning chemical product applications
  - Zep's complete product offering is available on contract and can be ordered through Team Georgia Marketplace, as well as through Zepconnect, phone and fax
- Save time & money
- Cost saving needs analysis
  - Total Cost of Ownership
    - Consultative survey of products being used and jobs being done
    - Formal cost savings proposal from survey detail



# Product Line



- **Personal Hygiene**

- Industrial Hand Cleaners
- Lotion Soaps
- Antibacterial Hand Soaps
- Body Washes



- **Janitorial Supplies**

- Deodorants
- Disinfectants
- Housekeeping



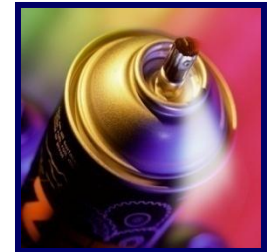
- **Floor and Carpet Care**

- Cleaners/Spotters
- Finishes
- Sealers



- **Industrial**

- Degreasers
- Lubricants
- Parts washers



- **Equipment**

- Brooms/ Brushes
- Vacuums
- Floor Scrubbers

- **Specialty**

- Food
- Vehicle Wash
- Aviation



# Sustainability



- Floor Care Products
- Carpet Care Products
- Restroom Care
- Drain Care
- General Purpose Cleaners
- Hand Care
- Industrial Degreasers
- Food Industry
- 80 Environmentally Preferred Products in the line



# Sustainability



- **Environmentally Preferable Products**

- GreenLink™
- EnviroEdge™
- Member of Healthy Schools Campaign



- **Virus Prevention**

- H1N1
- Zep's Virus Prevention



clean environment, healthy children, better education



# Green Training



- Green Awareness Training Seminars available
- CIMS Certified Trainers available
- LEED AP Certified personnel on staff



# Online Ordering Tool



*Connect*

# Online Ordering

1. Open Internet Explorer
2. Enter the Internet address:  
<http://www.zepconnect.com/>



Utilitran Connect™ Login / Ouverture de session Utilitran Connect™

Username / Nom d'utilisateur

Password / Mot de passe

Lost Password? / Vous avez oublié votre mot de passe?

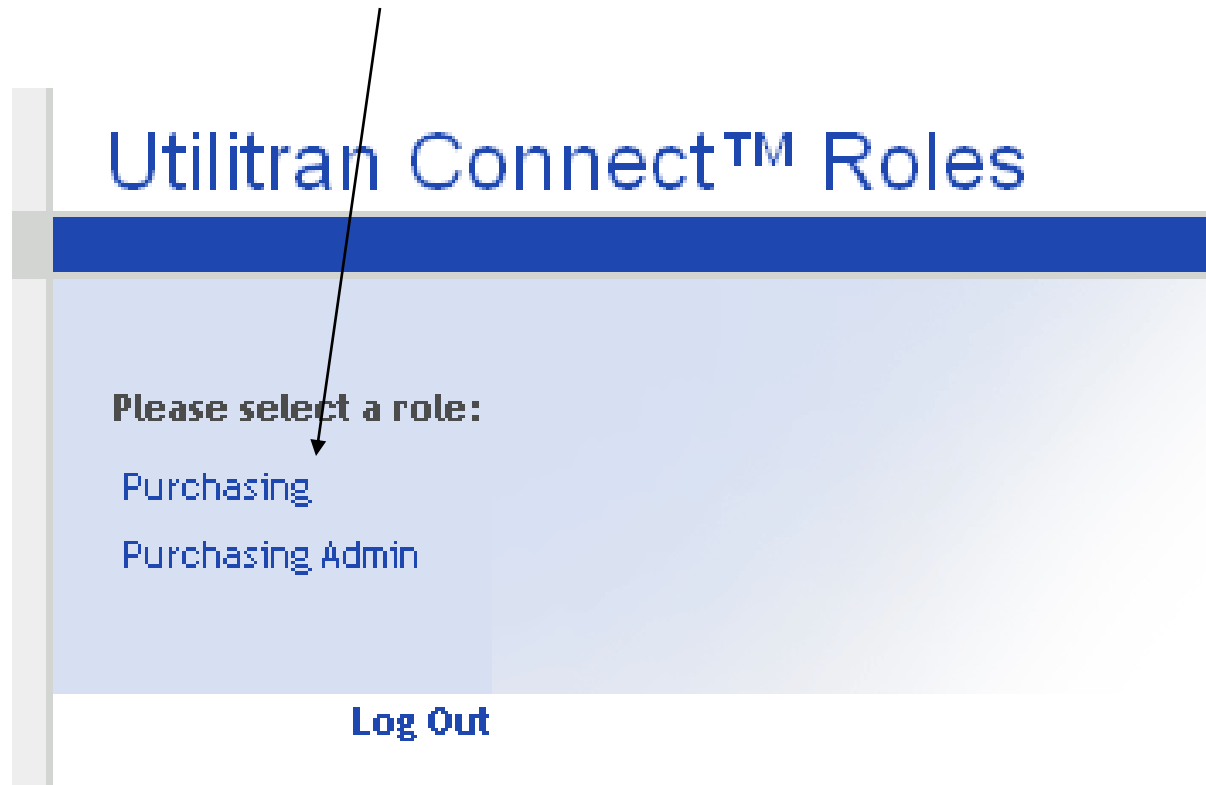
## 3. Type in your Username and Password

- Get a username & password by sending an email to [rhonda.hicks@zep.com](mailto:rhonda.hicks@zep.com)

# Online Ordering



## 4. Click “Purchasing” to continue





# Online Ordering



User: hartline English | Français  
Role: Purchasing  
Change Role | Help | Log Out

**Profile**

- Change Password  
Update my Connect™ password
- Change Username  
Update my Connect™ username
- Change Email Address  
Update my Connect™ email address
- Change Email Notification  
Update my Connect™ email notification
- Change Roles  
Update my Connect™ role
- Select COM Port  
COM Port Setup
- Change Language  
Select Language
- Backup And Restore Settings  
Backup and restore settings, favorites and orders.

**Orders**

- Pending  
Orders pending.
- New Orders  
Newly submitted orders awaiting approval
- Accepted Orders  
Orders awaiting invoicing
- Invoiced Orders  
Orders awaiting payment
- Received Orders  
Orders you have received
- Back Orders  
Orders awaiting items
- Denied Orders  
Orders not approved
- Archived Orders  
Past denied and invoiced orders

**My Order**

- Online Catalog  
View available products for ordering
- Download Catalog / Download Shelf Tags  
Download Catalog Download Shelf Tags
- Scan Order  
Download via scanner
- Create Order  
Create a new order
- Standing Orders  
Orders saved for future use
- View Order  
View existing order
- Scan Inventory  
Upload Scanned Inventory

**Announcements**

**Technical Support**  
If you have a technical support question or problem, please contact us by e-mail or telephone.  
**Telephone:** (866) 884-5487 (toll free)

**From the Home page, click Online on Catalog that appears on the right under “My Order”.**

# Zep Connect 6 easy steps



- Send an email to [Rhonda.Hicks@zep.com](mailto:Rhonda.Hicks@zep.com)
- Receive User ID and Password
- [www.zepconnect.com](http://www.zepconnect.com)
- Search by Product name, SKU or wildcard
- Insert Quantity
- Add to order
- Submit Order



# Support

- **Support**
  - Technical services (chemist live talk line)
  - Local Sales & Service Representative assigned to all locations
  - Webinar training (like today)

# Training Capabilities



- **Training capabilities**
  - **ONSITE TRAINING**
  - **Green Awareness Training available**
    - Product training
      - Choice
      - Dilution
      - Effectiveness & Use
    - System training
      - Instruction (how to)
    - Safety training
      - Safety with cleaning chemicals
      - Hazard Communication training
      - Understanding MSDS & Product Labels
      - DVD Training available

## Next Steps

- **Schedule needs assessment**
- **Present assessment results**
- **Product evaluation**
- **Program Implementation**



# Summary

- **Complete Product Line**
- **Extensive Green Program**
- **Sales & Service Experts at your disposal**
- **Training Available**
- **Excellent Customer Service**
- **Vendor Consolidation Opportunities**

# For more information

*State Purchasing Division – Statewide Contracts*



## Submit Questions To:

Email Address:

**[Trina.Williams@doas.ga.gov](mailto:Trina.Williams@doas.ga.gov)**

Person to Contact:

Trina E. Williams, Sourcing  
Specialist

Phone Number:

404-656-5452

## Vendor Contact Information:

Email Address:

**[Georgia.state@zep.com](mailto:Georgia.state@zep.com)**

Person to Contact:

Jim Farrell, Director of Sales

Phone Number:

404-367-2308

## This Webinar

A copy of this webinar will be posted on the State Purchasing Division website.



# Questions...





Georgia