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
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404-656-5452
Purpose of this Webinar
State Purchasing Division – Statewide Contracts

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

Cleaning Supplies SWC 90793
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**

<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>What is the Contract Number?</td>
<td>Contract SWC # 90793</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>12-31-2010</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&lt;br&gt;<a href="mailto:Trina.Williams@doas.ga.gov">Trina.Williams@doas.ga.gov</a>&lt;br&gt;404-656-5452</td>
</tr>
</tbody>
</table>
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

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

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: “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

• Online ordering through 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 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 IAFP “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

- 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
Green Training

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

1. Open Internet Explorer
2. Enter the Internet address: http://www.zepconnect.com/
3. Type in your Username and Password
   ▪ Get a username & password by sending an email to rhonda.hicks@zep.com
Online Ordering

4. Click “Purchasing” to continue
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
- Receive User ID and Password
- 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
Person to Contact: Trina E. Williams, Sourcing Specialist
Phone Number: 404-656-5452

Vendor Contact Information:

Email Address: 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...