

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

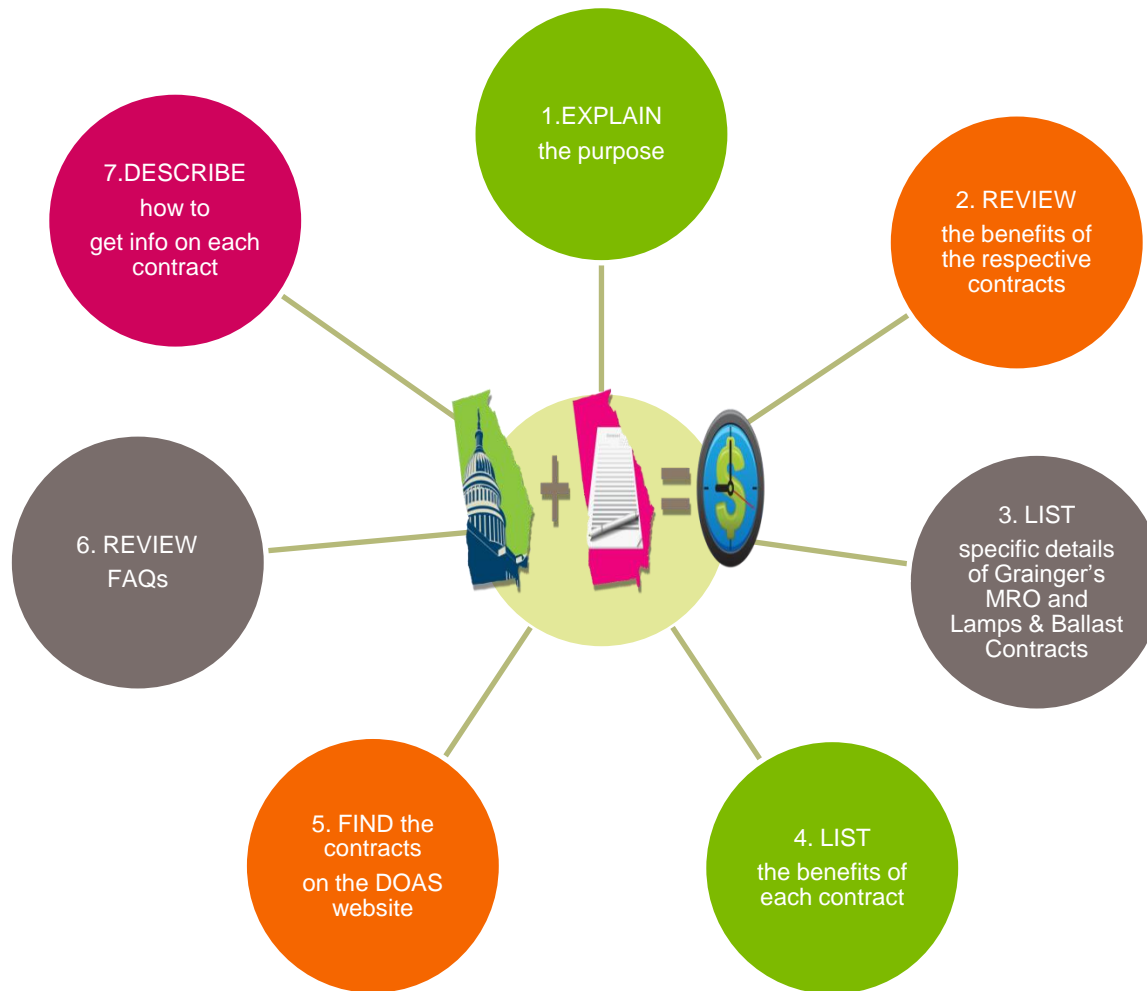
*BS – University of Tennessee – Knoxville
MBA- Madison University
JD – John Marshall Law School*

Contact Information

*Carl.hall@doas.ga.gov
404-657-4254*

Purpose of this Webinar

State Purchasing Division – Statewide Contracts





PART ONE

RE-LAUNCH OF MRO CONTRACT

Facilitator: Trina E. Williams

Statewide Contract Details

State Purchasing Division – Statewide Contracts



What is the Contract Number?	Contract SWC # 60741
What type of Contract ?	Convenience
Does it Replace an Existing Contract?	No
What is the Contract Term?	1 Year
What is the Expiration Date?	11-30-2010
Does it Allow the Use of the P-Card?	Yes
Who is the Person to Contact with Questions:	Trina E. Williams Trina.Williams@doas.ga.gov 404-656-5452

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



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 . . .

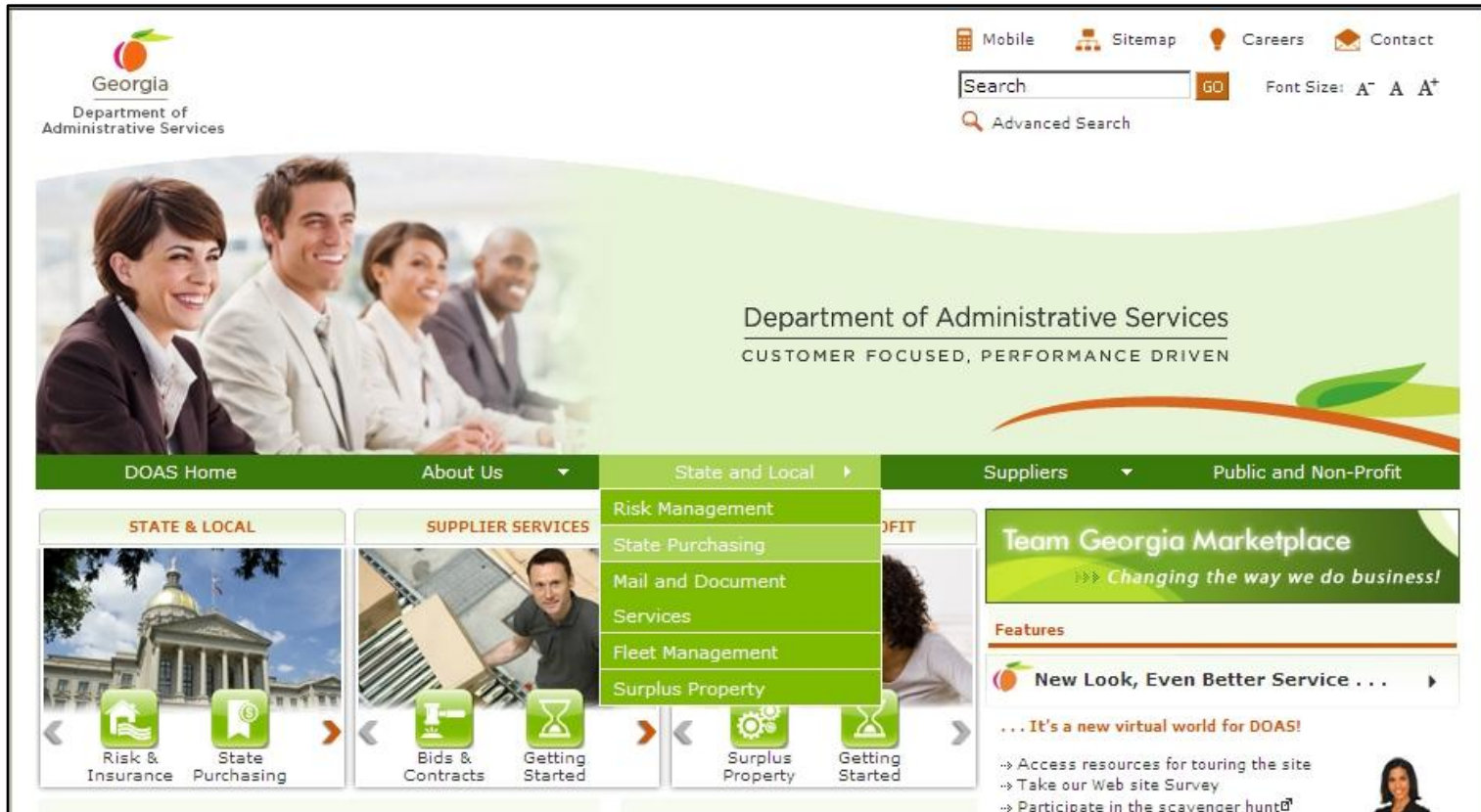
It's a new virtual world for DOAS!

- 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

Mobile Sitemap Careers Contact

Search GO Font Size: A⁻ A⁺

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

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

Events

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

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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:
“MRO-Industrial Supplies”

How to use this contract

State Purchasing Division – Statewide Contracts



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 | ➤ Dalton |
| ➤ Athens | ➤ Forest Park |
| ➤ Atlanta | ➤ Macon |
| ➤ Augusta | ➤ Marietta |
| ➤ Austell | ➤ Norcross |
| ➤ Columbus | ➤ Roswell |
| ➤ Conyers | ➤ Savannah |

Same Day Service



- Inventory:

- Jacksonville, FL Distribution Center
- Greenville, SC Distribution Center

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!!!!

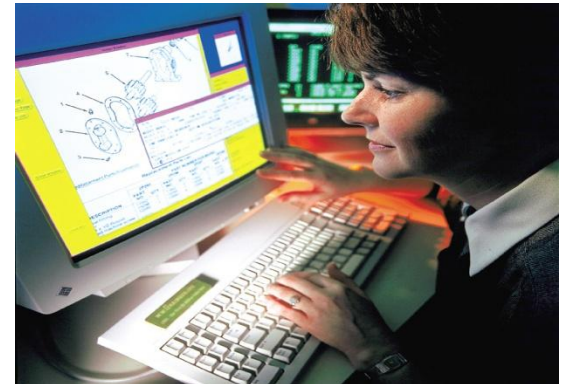
You Face Many Challenges Daily



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**



Grainger.com



- Quick & convenient 24/7
- Real time availability/Price
- Preferred lists
- Order Management
 - Spending Limits
 - Approval Flow
- Robust search engine
 - Manufacturer #
 - Competitor #
 - Description_{SM}
 - MotorMatch_{SM} – LampMatch_{SM} - CasterMatch_{SM}
- 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



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

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...



For more information

State Purchasing Division – Statewide Contracts



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



Georgia