

MRO- HD Supply Facilities Maintenance Convenience Statewide Contract

*Maintenance Repair Operations Statewide Convenience
Contract Webinar – June 16, 2010*

Your Presenter

State Purchasing Division – Statewide Contracts



Trina E. Williams, GCPA

Sourcing Specialist

Experience

Two (2) years of Public Procurement Experience.

Education

*Masters of Business Administration-
Keller Graduate School of
Management*

*DeVry Institute of Technology –
Business Information Systems*

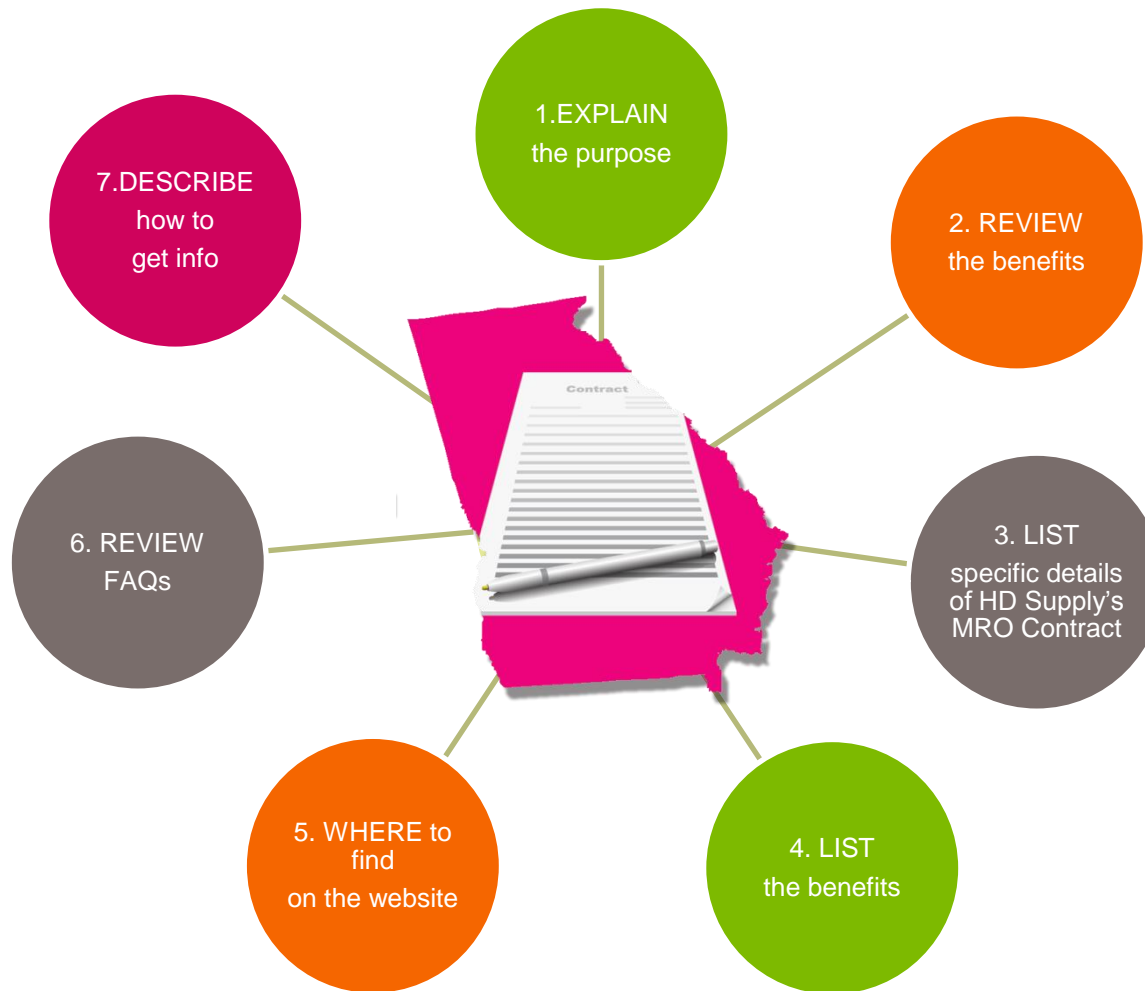
Contact Information

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:

The purpose is to.....

- To re-launch the Convenience SWC for Maintenance Repair & Operations
- Highlight the benefits of the Statewide Contract for Maintenance Repair & Operations
- To answer any questions that our customers may have regarding this contract

Statewide Contract Details

State Purchasing Division – Statewide Contracts



What is the Contract Number?	Contract SWC #80777
What type of Contract ?	Convenience
Does it Replace an Existing Contract?	No
What is the Contract Term?	2 Years
What is the Expiration Date?	11-30-2011
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 12% to 35% off list price.
- Free Delivery
- Fabrication Services include: Replacement doors and drawer fronts, kitchen cabinets, mirror and glass, window screens and coverings
- Installation Services include: Commercial plumbing, fixture installation and upgrades, flooring, HVAC installation, appliance installation and wiring, countertops, institution and resident life bedding and mattresses.
- Product categories include: Plumbing appliances (commercial and residential), millwork, hardware, tools material handling, window treatments, pool supplies (commercial) and hospitality solutions.
- Special Orders team to help procure hard – to – find items.

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

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:
“MRO-Maintenance Repair & Operations”

How to use this contract

State Purchasing Division – Statewide Contracts



Ordering Instructions

- Phone: 877-610-6912
- Fax: 877-219-8526
- On-line via <http://hdsuppliesolutions.com/georgia> . Prior to ordering online, you must call and have an account set up.
- Customers transitioned onto **Team Georgia Marketplace** should follow the instructions outlined in the Team Georgia Marketplace training materials.



Product & Services Overview

Dan Morgan

Contract Administrator

Agenda

- The  Organization (Dan Morgan)
- Product Overview
- Sustainability Initiatives
- Program Certifications
- Feature Product Lines:
 -  (Jim Staub)
- Installation Services Overview (Bill Petitta)
- Questions



HD Supply Inc.

“a holding company”

**State of Georgia
Statewide Contract
#80777**

HD Supply Facilities Maintenance

HD Supply Electrical

HD Supply Plumbing

HD Supply Utilities

HD Supply Waterworks

**HD Supply Construction Supply
(a.k.a. “White Cap”)**

HD Supply Distribution Services

HD Supply Industrial PVF

HD Supply Repair & Remodel

HD Supply Interiors / CTI

Operating companies

Ten Operating Companies within the HD Supply Family

What can we offer you?

What HD Supply Facilities Maintenance Offers You

- You can trust HD Supply Facilities Maintenance to deliver what you need, when you need it, where you need it.
- Our value proposition means an unparalleled vendor partner and a more efficient and effective business for you.

PRODUCT

As your one-stop shop we deliver the reliable, quality products you can install with confidence.

- More than 18,000 products in stock
- Brand names you know and trust
- Exclusive brands such as Champion Window Coverings, Aspen and Shield Security
- Everyday low wholesale prices

SERVICES

We have tools, technology and specialized services you need to make your job easier.

- Product technical support and special orders
- Fabrication and renovation services
- Credit services
- GL coding and customized reporting
- Bin label and shop setup programs



FULFILLMENT

From coast to coast, our expanded distribution network ensures you'll get fast on-time delivery.

- Next-day delivery available to 95% of the country*
- In-stock guarantee on more than 500 items
- Dedicated fleet of delivery trucks
- Nationwide coverage, neighborhood convenience

SUPPORT

We're dedicated to being your supply partner. Think of us as an extension of your staff.

- Training classes
- Customer Advocate Center
- Nationwide Field Account Representatives and National Account Managers
- Online solutions

*On most items to most areas

- **Appliances**
- **Plumbing & Fixtures**
- **Janitorial**
- **Healthcare Products**
- **Hospitality & Lodging Products**
- **Hardware – Commercial locks & closures**
- **Window & Floor Coverings**

Sustainability Initiatives

Focus for 2010:

Our goal is to offer our customers product choices that can have a beneficial impact on the environment and also improve their business

Introduction of ideallygreen™ to identify the products and services that are an environmentally preferable option

Expanding internal practices to ensure we are making sustainable solutions part of our culture and everyday efforts

Gain insight from our customers on what products and environmental practices are important to their business



Providing Our Customers a Choice

Waste Reduction



Visit our ideallygreen™ website:

www.ideallygreen.com

- Purchasing products that minimize the amount of disposable material you throw away, lowers operating expenses and reduces the waste going into the landfill
- Reduce – the amount of trash you throw away by buying products that either produce less waste or produce waste that is safer for the landfills
- Reuse – items more than once whenever possible, and donate unused items instead of throwing them away
- Recycle – as much material as possible, and buy products made from recycled materials

Preserves Resources, Conserves Energy & Limits Landfill Trash

Hazardous Material Disposal



- Prevent hazardous materials from entering the landfill and remain compliant with local disposal laws
- These materials may be in the form of liquids, solids, contained gases or sludge
- Hazardous materials can be the by-products of the manufacturing process or discarded products such as batteries and cleaning fluids
- We offer an assortment of recycling kits and products that have minimal to zero hazardous material content

Protect Our Environment From Hazardous Materials

Program Certification

- Products must qualify for the ideallygreen designation through one or more independent certifications
- Vendors will be responsible for the identification
- Used in all materials when referencing a product through the ideallygreen program
- Customers will be able to search on the attributes through our website

- Biodegradable (emphasis on the short term)
- CRI: Carpet Rug Institute
- DfE: Defense for the Environment
- EcoLogo (Environmental Choice)
- EKO Sustainable Textile Standard
- Energy Efficient
- Energy Star
- FSC: Forest Stewardship Council
- Green Seal
- Greenguard
- GreenSpec
- LEED (contributes to LEED certification)
- OMRI: Organic Materials Review Institute Approved
- Recyclable
- Recycled Content
- Reduced Toxicity
- Renewable Energy
- SCS: Scientific Certified Systems
- Title 24
- VOC (reduction compared to standards)
- WaterSense



Ensuring Credibility

Featured Products



**Utility Vehicles are available under Statewide
Contract #80777**

The First 50 Years

50 YEARS Club Car



1958

*Start-Up
Golf Car
Company*



1980

1988

*Golf Car
Market
Leader*



2004

*Small Specialized
Vehicle Market
Leader*



2004

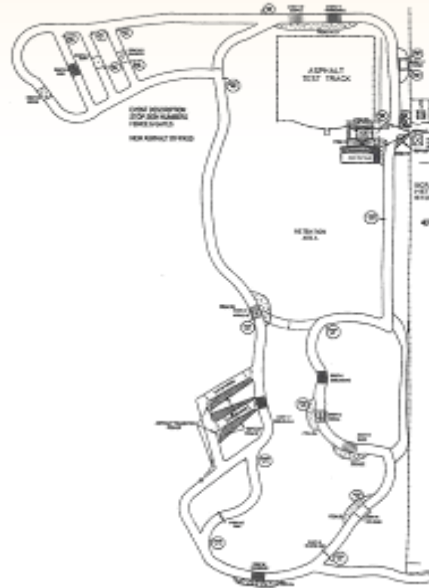


Introduction to Club Car



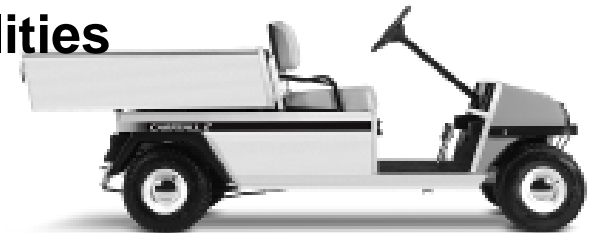
- Headquartered in Augusta, GA
- 50 years of small vehicle design and manufacturing experience
- Over two million vehicles produced
- Portfolio consists of over 85 new vehicles
- Market share leader in Golf cars & Turf utility vehicles
- World's largest producer of electric vehicles

- 400,000 sq-ft. facility
- 4 final assembly lines
- Robotic aluminum frame welding
- Capacity of over 1000 vehicles per day
- 9 Acre Proving Grounds
- Onsite Engineering, Testing & Design
- Capability to produce any model on any day based on customer demand
- Able to adapt to new products quickly



Common Questions

- **How fast do they go?**
 - ❖ **It depends on the model- electrics from 8-25 MPH, gas/diesel 13-25MPH. Some companies make vehicles that go faster.**
- **What maintenance is required?**
 - ❖ **Not much- annual service, water batteries/change oil**
 - ❖ **Club Car's advanced maintenance seminar is only 5 days**
- **What do we do with the car at the end of its life?**
 - ❖ **Robust secondary market, much of the car can be recycled**
- **What accessories are available?**
 - ❖ **Literally hundreds developed over decades of customer requests, along with custom capabilities**
- **How long does it take to deliver?**
 - ❖ **Typically 4-6 weeks, built to order**



Utility Vehicles

Improved Surface/Turf



Rough Terrain 4x4

Carryall 1



Carryall 2



Carryall 6



Carryall 252



Carryall 272



Carryall 295



Carrvall 295SE



Carryall 295 Intellitach



Transportation Vehicles

Villager 4



Villager 6



Villager 8



Transporter 4



Transporter 6



Club Car Vehicles at Work!



Club Car Vehicles at Work!



OVERVIEW

by

Bill Petitta

Renovations / Installation Project
Coordinator

Installation Services Value Proposition

- Provide materials and labor under DOAS State Contract #SWC-80777
- Assist state agencies with direct bid services as an alternative to the costly, time consuming competitive bid process
- Receive product and labor from a single vendor
- One point of contact for ordering, scheduling, and delivery of products
- Full turnkey installations (i.e. cabinets, HVAC, countertops, lighting retrofits, audio visual equipment, bathroom energy efficiency upgrades, plumbing etc.
- On-site project management
- Insured, licensed and screened labor force
- One year warranty on labor



Renovation/Construction Services

- Pre-construction product specification / selection
- Pre-construction cost estimating / budget review for project materials and labor
- Detailed construction / shop drawings
- HD Supply FM as the licensed contractor
- On-site project management
- Fabrication and Installation services
- Electronic accounting access to review your project invoices and account status

Installation Services Categories

Interior Installation Categories

- Cabinets, Doors & Drawer Fronts
- Countertops – Laminated/Solid Surface
- Plumbing – Water Conservation
- Window Treatments
- Doors – Interior/Exterior
- Interior Paint – Drywall Repair
- Appliances
- Electrical (Commercial Fixtures, Control Panels, Low Voltage)
- Lighting Retrofits/Audits
- Commercial Flooring-Carpet, Ceramic Tile, VCT, Wood
- Audio Visual Systems/Equipment
- Millwork

Exterior Installation Categories

- Masonry
- Landscaping
- Concrete
- Emergency Backup generators
- HVAC
- Windows
- More....

Appliances

- Replacing a refrigerator bought in 1990 with a new ENERGY STAR qualified model would save enough energy to light the average household for nearly four months
- An ENERGY STAR qualified clothes washer can save you \$550 in operating costs over its lifetime compared to regular clothes washer
- HDSFM offers a variety of Energy Star models:
 - GE
 - Hotpoint
 - Whirlpool



Energy Star Refrigerators use 40% Less Energy than

Lighting Services

- Energy Audits, Product/Service Alternatives and Payback Analysis
- National “turn-key” Installation and retrofit services
- Utility rebate and federal tax documentation
- Comprehensive project management of products and services
- Environmental recycling programs
- Dedicated team to facilitate lighting services process

Flooring Services



- Single point of contact for ordering and scheduling
- Assistance from product experts in choosing from our brand product offering
- Environmentally friendly product choices
- Brands you know and trust
- Professionally trained and licensed installers
- Labor guaranteed for one year



- Free Consultation
- Dedicated team to facilitate HVAC installation orders
- Services provided: PTAC's, Condensing Units, Furnaces, Rooftop Units, Commercial Units
- Nationally recognized manufacturers
- Single unit or complete renovations
- One year installation warranty
- Competitive Pricing

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

Email Address:

Dan.Morgan@hdsupply.com

Person to Contact:

Dan Morgan, Sr. National Account Manager

Phone Number:

404-735-5981

This Webinar

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

Questions...





Georgia