



GLWA Procurement

Effective Date:
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Procurement Board Report

Document Owner/Department:
Procurement Team

Date: March 3, 2025

To: Suzanne R. Coffey, P.E., Chief Executive Officer

From: Daniel Edwards, Procurement Manager

Re: Procurement Report

General Information

Contract Number:	REQ-0003045	Project Owner:	Michael Lasley
CIP#:	N/A		
Contract Title:	Facilities MRO and Industrial Supplies		
Vendor:	W.W. Grainger, Inc.		
Budget:	Operations and Maintenance		
Federal/State Funded	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		

Procurement Method

Specialized Procurement - NASPO ValuePoint Cooperative

Advertised:	3/15/2024	Addendums released:	4
Buyer:	Tina Clinkscales	Downloaded by:	N/A
Response due date:	4/30/2024	Responses received:	29

Business Inclusion and Diversity (B.I.D.) - Not Applicable

The recommended vendor for award did not submit a B.I.D. plan per the requirements under this solicitation.

Awarded Vendors

Fastenal Company

Global Equipment Company, Inc. DBA Global Industrial

HD Supply, Inc. DBA HD Supply Facilities Maintenance, LTD

Lawson Products, Inc.

Sid Tool Co., Inc. DBA MSC Industrial Supply Co.

W.W. Grainger, Inc.

Description of pricing model

The Request for Proposals contained fourteen (14) categories that included Janitorial Supplies, Equipment, and Sanitation Cleaning Chemicals, Fasteners, Material Handling, Plumbing Equipment, Power Sources, Landscaping and Outdoor Supplies and Equipment, Lamps, Lighting, Ballast, and Equipment, Heating, Ventilation, Air Conditioning (HVAC), Hand Tools, Electrical Supplies and Equipment, Paint and Related Supplies, Security, Safety, and Other. All discount



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percentages are guaranteed for the term of the Master Agreement. Pricing is held static, or reduced, from order through delivery. No pricing increases between order and delivery are allowed. The final award was attained through a blind scoring process for each category. Each vendor listed above was awarded in one or more categories. Grainger was awarded in all categories and the only awarded vendor for the State of Michigan.

Category	Minimum Discount Percentage (Grainger)
Janitorial Supplies, Equipment, and Sanitation Cleaning Chemicals	17%
Fasteners	34%
Material Handling	10%
Plumbing Equipment	20%
Power Sources	18%
Landscaping and Outdoor Supplies and Equipment	13%
Lamps, Lighting, Ballast, and Equipment	22%
Heating, Ventilation, Air Conditioning (HVAC)	16%
Hand Tools	12%
Power Tools	10%
Electrical Supplies and Equipment	23%
Paint and Related Supplies	13%
Security	17%
Safety	19%
Other	5%

QBS Evaluation Committee: (Designation - Organization)

A - Idaho Representative

B - Oregon Representative

C - Florida Representative

D - Kentucky Representative

E - Connecticut Representative

Other Data Requested by GLWA Board Members for Recommended Vendor

Minority Business Enterprise (MBE): No

Detroit Based Business (DBB): No



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Small Business Enterprise (SBE): No

Sub-Contractor(s) List: N/A

Vendor Response Survey: N/A

Litigation

This vendor is not currently nor has been previously involved in any litigation with the GLWA.

Financials

A financial risk assessment was performed by the GLWA via Dun & Bradstreet and was determined that the selected vendor has the financial capacity to perform the tasks under this contract. This information is available for the Board of Directors to review upon request.

Previous Contract

Previous Contract holder: W.W. Grainger Inc.

The previous GLWA contract for Grainger supplies was Contract No. 1900355 and was for the period May 1, 2020, to April 30, 2024, for a total cost of \$332,000.00. GLWA also utilized the State of Michigan cooperative contract to spot purchase small dollar items below \$50K when necessary.

GLWA is leveraging purchases across several suppliers into this one (1) contract in alignment with Workday under this new requisition REQ-0003045. With this new contract, GLWA will leverage punchout workflow functionality within Workday that will allow direct item selection from a dedicated Grainger web portal that contains contract pricing. Once item selection is finalized, order information is populated into a Workday requisition which is then reviewed by GLWA Team members. Once approved, a purchase order is created and electronically transmitted to Grainger. This new process will improve order accuracy, speed approval review, and enhance overall efficiencies of purchase order processing and order fulfillment by Grainger.