

COMMENT AND REVIEW to the REQUEST FOR PROPOSAL (RFP) #082724 Entitled

Janitorial Supplies and Equipment with Related Services

The following advertisement was placed July 9, 2024, in and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal https://proportal.sourcewell-mn.gov, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter www.nyscr.ny.gov, July 10, 2024, in South Carolina's *The State*, the *Deseret News*, *The Salt Lake Tribune*, and Oregon's *Daily Journal of Commerce*, July 9, 2024, and July 16, 2024 in *The Oklahoman*, and July 10, 2024, and July 17, 2024 in the USA Today:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Janitorial Supplies and Equipment with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than August 27, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

92 Quartermaster LLC	Kay Jay Services
A&H financial services LLC	Kleenmark
A&M INDUSTRIAL, INC	Literary Stylist, LLC
A1 Janitorial Supply And Vacuum Shop Inc.	Living Group LLC
ABVI LLC	Lunar Contracting
ACUITY SPECIALTY PRODUCTS, INC	MALACHI TRANSPORTATION LLC
AGTAC SERVICES, LLC	McKesson
Allegiance Legacy LLC	Med-Tech Resource / MTR Gear
Alltrus	Minuteman International Inc
Amazon.com Sales, Inc.	Mirandy Products, LLC
American AI Logistics	Momar, Inc
AMERICAN EAGLE CONSTRUCTION, LLC	Mr. Hudson's Cleaning Service LLC
Ansell Canada Inc.	Nilfisk, Inc.

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Asta Sales & Marketing Ltd Atlas Facilities Maintenance Inc. Bishop Clean Care, Inc. Boyd Medical and Safety Supplies, Inc. BROSMED MEDICAL US INC PATIFCO CORPORATION BROSMED MEDICAL US INC Perfection Plus Inc. C. W. Nowlin Enterprises LLC Permian Cyber LLC C&C JANITORIAL SUPPLIES PNW Diverse Solutions, LLC Caleb Consulting II LLC Progress Solar Solutions Chervon North America PWXPress Citron Hygiene LP PYRAMID SCHOOL PRODUCTS Classic Shine LLC QAF Services LLC CleanSpray USA LLC CLIS Sourcing, Inc. RIP Hotsy LLC Complete MRO Ronco Safety Damascus Consulting LLC BISP LLC DWD Enterprises of Eau Claire, LLC Sabre Supply Inc. Ecolab Inc. Electric Advantage, Inc. Electric Advantage, Inc. School Health Corporation Electric Advantage, Inc. School Specialty, LLC Equity Industrial Supply ServiceMaster Clean ESE Window Sales Inc. Sid Tool Co DBA MSC Industrial Supply ESO Consultants Esteemed Groups LLC Sied Consulting, LLC Fancy Fixtures Inc. Simplify Chemical Solutions Inc. Sied Consulting, LLC Sied Consulting, LLC Sied Consulting, LLC SMB Contracting Inc Filterbuy Incorporated Filterbuy Incorporated Filterbuy Incorporated Filterbuy Incorporated Filtericare cleaning Southeast Industrial Equipment SPRUSE Home Inc GHD Maintenance Services Inc Corp Staples Green Machines Inc Staples Contract & Commercial LLC Swish Maintenance Ltd HD Supply Facilities Maintenance, Ltd. The LavaGreen Company	Aramsco, Inc	Nisou Enterprises Inc
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Herald Office Supply, Inc. The Haire Corporation	HD Supply Canada, Inc	Tatimar Corporate Facility Cleaning
	HD Supply Facilities Maintenance, Ltd.	Tennant Sales & Service
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The Love Oreen Company	HHS, LLC	The LoveGreen Company
Horizon Distribution, Inc. The PlanIT Room	Horizon Distribution, Inc.	The PlanIT Room
Imperial Dade Canada Inc TINA'S Green Energy Solutions, LLC	Imperial Dade Canada Inc	TINA'S Green Energy Solutions, LLC
Innuscience Truly Nolen of America, Inc.	Innuscience	Truly Nolen of America, Inc.
InTech Environmental Canada Corp tshirt factory pasco	InTech Environmental Canada Corp	tshirt factory pasco
INTERBORO PACKAGING CORPORATION TXLEY INC	INTERBORO PACKAGING CORPORATION	TXLEY INC

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International Filter Manufacturing Corporation	Unipak Corp.
IRON RIVER LOGISTICS LLC	united sales usa corp
J&H Discount Sales Inc. DBA J&H Industrial	Veritiv Operating Company
Supply Co.	
JAN-PRO Systems International	Vizocom ICT LLC
Jan-Worx, LLC	WAXIE Enterprises LLC
JB Sourcing PNW	YUCHII KUSSO MVSKOKI TRIBAL SERVICES Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on August 27, 2024, at 4:30 p.m. Central Time. Proposals were received from the following:

A1 Janitorial Supply And Vacuum Shop Inc.

Amazon.com Sales, Inc.

Bishop Clean Care, Inc.

Citron Hygiene LP

CleanSpray USA LLC

CLS Sourcing, Inc.

Gemplers

HD Supply Facilities Maintenance, Ltd.

Imperial Dade Canada Inc

International Filter Manufacturing Corporation

J&H Discount Sales Inc. DBA J&H Industrial Supply Co.

Sabre Supply Inc.

Sid Tool Co DBA MSC Industrial Supply

SPRUSE Home Inc

Staples Contract & Commercial LLC

Tennant Sales & Service

TXLEY INC

Unipak Corp.

Veritiv Operating Company

Proposals were reviewed by the Proposal Evaluation Committee:

Lisa Truax, CPPB, Procurement Analyst II
Paul Dotson, MA, Associate DBIA, Procurement Analyst II
Jonathan Love, MA, Procurement Analyst II
Brittney Cotner, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

Gemplers is a family-owned distributor, dedicated to supplying janitorial supplies and equipment. Participating entities can be served by their direct sales and service teams that provide same day shipping due to their centralized location in the United States. Pricing offered is competitive, adding flexible payment options, 30-day returns, no minimum order requirements, and a price match promise.

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Sid Tool Co. Inc. DBA MSC Industrial Supply offers over 20,000 commercial and industrial cleaning products for indoor and outdoor janitorial needs. MSC's sales and service divisions have a dedicated public sector team to meet the needs of Sourcewell participating entities. With 40 fulfillment centers and warehouses across North America, MSC provides timely delivery of products. MSC's catalog and website highlight green product alternatives that reduce energy consumption, conserve natural resources, and lower costs to participating entities. They provide competitive pricing discounts, volume discounts, and e-commerce rebates.

Staples Contract & Commercial LLC was founded in 1986. Known for their ink, paper, and toner, they created and launched their Facility Solutions offering to the national market in 2003. Staples has over 1,800 sales associates dispersed in every major city and market and 4,800 fulfillment and delivery associates to support and meet the needs of participating entities across the United States. Staples has established a Tier One Diversity Reseller Program, allowing participating entities to purchase contracted products from various approved resellers. Pricing offered on their core list of products is competitive, including next-day shipping on 98% of their 5,000 stocked products.

Veritiv Operating Company is a full-service distribution company offering business-to-business solutions including cleaning supplies and chemicals, janitorial equipment, consumable items, disposable and hygiene supplies, facility and sanitary maintenance products, breakroom and facility safety supplies as well as related software and services within the United States. Their 400+ person sales team and 95 distribution centers provide coverage for all participating entities across the United States. Pricing offered is competitive, providing next day shipping, and no cost for installation and training services.

For these reasons, the following awards of Sourcewell Master Agreement #082724 are recommended:

Gemplers #082724-GEM
Sid Tool Co DBA MSC Industrial Supply #082724-MSI
Staples Contract & Commercial LLC #082724-SCC
Veritiv Operating Company #082724-VET



Lisa Truax, CPPB, Procurement Analyst II



Paul Dotson, MA, Associate DBIA, Procurement Analyst II

Signed by:

Jonathan Love

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Jonathan Love, MA, Procurement Analyst II

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Brittney Cotuer
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Brittney Cotner, Procurement Analyst

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STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for RFP #082724 Janitorial Supplies and Equipment with Related Services.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

- 1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
- 2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
- 3. The awards listed were made based on the results of the competitive solicitation process.
- 4. The awards listed were ratified by the Sourcewell Board of Directors on November 19, 2024.

Signed by:

Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP

Sourcewell Chief Procurement Officer