



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) 101320
Entitled

Janitorial Supplies and Equipment with Related Services

The following advertisement was placed August 20, 2020 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and August 21, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency 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 October 13, 2020, 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:

A V Maintenance Supplies, Inc.	May Enterprises, Inc.
Acuity Specialty Products, Inc.	Medline Industries, Inc.
American Paper & Twine Company	Metropolitan Foods dba Driscoll Foods
ATD-AMERICAN CO.	Midwest Industrial Supply
Aticus, LLC	MINUTEMAN INTERNATIONAL, INC.
Axial Supply Co.	Mountain Fresh, LLC
BE Industries	Perfection Cleaning Supplies, LLC
Betco Corporation	Protex Labs, LLC
Centaur Floor Machines, Limited	Pure Lighting Company
CJH, INC.	R2Phyto, Inc.
COLONIAL CHEMICAL SOLUTIONS, INC.	Repairers Of The Breach, LLC
Dacotah Paper Company	San Benito Textile, Inc.
Ecolab, Inc.	Saycare, LLC
Equipment Works, Inc., LLC	Seekr Global, Inc.

Froggy's Fog, LLC	Share Corporation
Fusion Strategies, LLC	Sid Tool Co.
Global Equipment Company, Inc.	Stalwart Medical Solutions, LLC
Global-Mpg, LLC	Staples Contract & Commercial, LLC
Great Falls Paper Company, Inc.	Star Poly
Hbar Holdings, LLC	Start Anew, LLC
HD Supply Facilities Maintenance, Ltd.	Straightforward, LLC
Home Depot Pro Institutional also The Home Depot	Swish Maintenance, Limited
INTERBORO PACKAGING CORPORATION	Tag Business Services, LLC
Karabell Industries, LLC	The Blue Book Network
Karcher North America, Inc.	Trinity Oaks Group, LLC.
Kimbell, Inc.	UniFirst Corporation
KLEEN PRODUCTS, INC.	Unipak Corp.
LaserCAM Fabrication, Inc.	Vitae Enim Vitae Scientific, Inc.
Leavitt Machinery	W W Grainger, Inc.
Lucky U, Inc.	Waterlogic USA, Inc.
Lyle Signs, Inc., LLC	WFC Enterprises, LLC
MaxAssure, 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 October 13, 2020, at 4:31:21 pm CT. Proposals were received from the following:

American Paper & Twine Company
 BE Industries
 Centaur Floor Machines, Limited
 Froggy's Fog, LLC
 LaserCAM Fabrication, Inc.
 MaxAssure, Inc.
 May Enterprises, Inc.
 Midwest Industrial Supply
 Minuteman International, Inc.
 Mountain Fresh, LLC
 Seekr Global, Inc.
 Sid Tool Co.
 Stalwart Medical Solutions, LLC
 Staples Contract & Commercial, LLC
 W. W. Grainger, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, CPPB, Procurement Lead Analyst
 Chris Robinson, CPSM, Procurement Manager
 Craig West, Procurement Analyst
 Stephanie Haataja, CPIM, Procurement Analyst

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

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Sid Tool Co., Inc. dba MSC Industrial Supply, offers a large selection of janitorial supplies, safety products and related services to Sourcewell Participating Entities in the United States and Canada. MSC Industrial Supply has a considerable sales and distribution force that makes same-day shipping possible. Free standard ground delivery shipping is included in the pricing with no minimum order requirement. MSC offers a strong discount off list price to Sourcewell Participating Entities.


Staples Contract & Commercial LLC is a national distributor of a full range of janitorial products and services. They have a vast sales and service force ready to assist Participating Entities in the United States and a well-defined customer service program. Staples offers several training and assessment services and tools to assist Participating Entities with their facility needs. They are offering pricing that is competitive within the industry.

W.W. Grainger is a leading distributor of janitorial products carrying top brands in the industry. Their expansive service team throughout the United States and Canada positions them to respond to the needs of all Participating Entities. W.W. Grainger’s pricing model and discount structure on products and services reflect a significant benefit to Sourcewell Participating Entities.


For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #101320 to:

Sid Tool Co., Inc. dba MSC Industrial Supply	101320-MSI
Staples Contract & Commercial LLC	101320-SCC
W.W. Grainger	101320-WWG

The preceding recommendations were approved on November 16, 2020.

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 Kim Austin, CPPB, Procurement Lead Analyst

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 Chris Robinson, CPSM, Procurement Manager

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 Craig West, Procurement Analyst

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Steph Haataja
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Stephanie Haataja, CPIM, Procurement Analyst

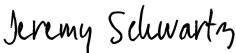
STATEMENT OF COMPLIANCE

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 #101320 for 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 contracts.
2. The procurement process and resulting contracts 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.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer