



**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://portal.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://portal.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.

AramSCO, Inc	Nisou Enterprises Inc
Asta Sales & Marketing Ltd	NotaWorks
Atlas Facilities Maintenance Inc.	Oliver Packaging & Equipment
Bishop Clean Care, Inc.	One Source Distributors, LLC
Blue Fox Cleaning Service LLC	Orise Distribution LLC
Boyd Medical and Safety Supplies, 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	Quill LLC
CLS Sourcing, Inc.	RJP Hotsy LLC
Complete MRO	Ronco Safety
Damascus Consulting LLC	RRT Inc
DBISP LLC	Rubrix LLC
DWD Enterprises of Eau Claire, LLC	Sabre Supply Inc.
Ecolab 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	Simplify Chemical Solutions Inc.
Esteemed Groups LLC	Sled Consulting, LLC
Fancy Fixtures Inc.	SMB Contracting Inc
Fidelity	SMS Cleaning Inc
Filterbuy Incorporated	Sourcewell
Flexicare cleaning	Southeast Industrial Equipment
Gemplers	SPRUSE Home Inc
GHD Maintenance Services Inc Corp	Staples
Green Machines Inc	Staples Contract & Commercial LLC
Gregg Distributors LP	Stellars Precisions LLC
Gulf Engineering & Supply USA LLC	Swish Maintenance Ltd
HD Supply Canada, Inc	Tatimar Corporate Facility Cleaning
HD Supply Facilities Maintenance, Ltd.	Tenant Sales & Service
Herald Office Supply, Inc.	The Haire Corporation
HHS, LLC	The LoveGreen Company
Horizon Distribution, Inc.	The PlanIT Room
Imperial Dade Canada Inc	TINA'S Green Energy Solutions, LLC
Innuscience	Truly Nolen of America, Inc.
InTech Environmental Canada Corp	tshirt factory pasco
INTERBORO PACKAGING CORPORATION	TXLEY INC

International Filter Manufacturing Corporation	Unipak Corp.
IRON RIVER LOGISTICS LLC	united sales usa corp
J&H Discount Sales Inc. DBA J&H Industrial Supply Co.	Veritiv Operating Company
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 Sourcwell 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 Sourcwell 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.

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

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Lisa Truax, CPPB, Procurement Analyst II

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Paul Dotson, MA, Associate DBIA, Procurement Analyst II

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Jonathan Love, MA, Procurement Analyst II

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Brittney Cotner, Procurement Analyst

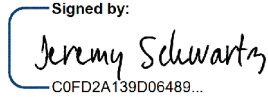
STATEMENT OF COMPLIANCE

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 #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:

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer