

**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #121219  
Entitled

**Paint with Related Supplies, Equipment, and Services**

The following advertisement was placed October 24, 2019 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](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and October 25, 2019 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Paint with Related Supplies, Equipment, and Services to result in a contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, 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 December 12, 2019, 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&M INDUSTRIAL, INC.	PPG Architectural Coatings (Dulux Paints)
Alberta Parking Lot Services 1985, LTD.	PPG Architectural Finishes, Inc.
AO3 Solutions, LLC	Prime Vendor, Inc.
Benjamin Moore	Regina Construction Association
Cloverdale Paint, Inc.	Ricky's Home Improvements
ENNIS FLINT, INC.	Rodda Paint
Farm and City Supply, LLC	ROYAL MEDIA NETWORK, INC.
Graco, Inc.	Sabelhaus West, Inc.
HIGH CLASS MANAGEMENT GROUP	Saskatoon Construction Association
Inscape, Inc.	SIGHTLINE, Inc.
KMS Tools and Equipment	State of North Dakota
Mathusek, Incorporated	The Black Woodpecker, Inc.
Mercury Paint Corporation	The Sherwin-Williams Company
Miller Paint Co.	ThorWorks Industries
Mudd Worx Drywall Finishing, Inc.	Viking Paints, Inc.
NetSource Educational Technologies, LLC	

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 December 12, 2019, at 4:32 pm CT. Proposals were received from the following:

- Benjamin Moore
- Cloverdale Paint, Inc.
- Ennis Flint, Inc.
- Graco, Inc.
- Mathusek, Incorporated
- Mercury Paint Corporation
- PPG Architectural Finishes, Inc.
- Sabelhaus West, Inc.
- SIGHTLINE, Inc.
- The Sherwin-Williams Company

Proposals were reviewed by the Proposal Evaluation Committee:

- Kim Austin, CPPB, Sourcewell Procurement Lead Analyst
- Carol Jackson, Sourcewell Procurement Analyst
- Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst
- Craig West, Sourcewell Procurement Analyst
- Steff Haataja, CPIM, Sourcewell Procurement Analyst

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

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One Responsiveness. The responses from Ennis Flint, Inc. and Sightline, Inc. were determined to be Level-Two non-responsive because the offerings of products and services were found to fall outside of the Requested Equipment, Products or Services of the RFP. All other proposals were found to be Level-Two responsive and were evaluated.

PPG Architectural Finishes, Inc. is a paint manufacturer in the United States and Canada offering Sourcewell Members access to their robust catalog of paint, as well as sundry products. PPG Architectural Finishes, Inc. has numerous company owned stores and a vast dealer network. Members are able to take advantage of a solid discount off retail prices and free delivery, training, color and product assistance.

The Sherwin-Williams Company is a paint manufacturer and retailer providing a full line of paint and paint related sundries. They have network of over 4,500 independently-owned stores that span the United States and Canada and can provide local, individualized service to Sourcewell Members. Sherwin-Williams offers many environmentally friendly products to reduce the impact to the environment. Sherwin-Williams offers competitive pricing on their products.

For these reasons, the Sourcwell Proposal Review Committee recommends award of Sourcwell Contract #121219 to:

PPG Architectural Finishes, Inc.	121219-PPG
The Sherwin-Williams Company	121219-SHW

The preceding recommendations were approved on January 13, 2020.

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*Kim Austin*  
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Kim Austin, CPPB, Sourcwell Procurement Lead Analyst

DocuSigned by:  
*Carol Jackson*  
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Steff Haataja, CPIM, Sourcwell 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 #121219** for **Paint with Related Supplies, Equipment, and 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, CPPO, ASQ CSSBB  
Chief Procurement Officer