

**AWARD SUMMARY – ITB18000090 – FACILITIES MRO**

October 12, 2018

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**Background:** The state of Idaho, Division of Purchasing (DOP) participated on the NASPO ValuePoint Facilities MRO contract led by the state of Nevada from 2014-2018, with contracts ultimately expiring on March 31, 2018. Prior to that contract expiring, DOP, after a significant amount of analysis and discussion, and in consultation with multiple stakeholders, determined that it was in the state’s best interest to move away from the nationwide NASPO ValuePoint MRO contracts and instead publish a weighted ITB for these products and services, specifically for the state of Idaho.

**ITB Information:** ITB18000090 was posted on September 27, 2017 and a pre-bid meeting was held on October 6th, 2017. Responses to Round 1 of questions were posted on November 1, 2017 and responses to Round 2 of questions were posted on November 3, 2017, with a total of ninety-one (91) vendor-submitted questions answered by DOP. The ITB closed on November 13, 2017.

The ITB is comprised of eleven (11) Mandatory Use Categories and seven (7) Optional Use Categories.

**Mandatory Use Categories:**

1. HVAC Code 4010

2. Air Filters Code 40161505

3. Lamps, Ballasts & Fixtures Codes 3911 and 3910

4. Electrical Code 3912

5. Fasteners Code 3116

6. Paint & Accessories Code 3121

7. Plumbing Codes 3018 thru 4014

8. Power & Hand Tools Codes 2700 and 2711

9. Janitorial Supplies Codes 4713 and 4712

10. Safety Code 4618 (Excludes Public Safety Equip.)

11. Paper/Plastic Products Code *60122503, 47121701, 14111703*

**Optional Use Categories:**

12. Batteries & Flashlights Code 26111702, 39111610

13. Outdoor Garden Code 27112

14. Welding/Soldering Code 2327 (Excludes gas)

15. Security Code 4617

16. Pneumatic Tools Code 2713

17. Motors & Accessories Codes 2700 and 2711

18. Material Handling Codes 2410 and 3019

Vendors were allowed to bid all areas of Idaho, or limit their offering based on area (generally described as): Area A (north Idaho), Area B (southwest Idaho) or Area C (eastern Idaho). By the terms of the ITB, if a Bidder successfully won any Mandatory Use Category, then all Optional Use Categories they bid would automatically be awarded to them as well.

**Bidder Summary:** A total of twenty-two (22) Vendors submitted responses to the ITB. After the initial Mandatory submission check, four (4) Vendors were found non-responsive, leaving eighteen (18) total Bidders considered for award. A summary list of the eighteen (18) Bidders and categories bid for each Bidder are provided in Appendix A – Bidder Summary, below.

**Evaluation:** As outlined in Section10 of the ITB document, the evaluation was comprised of four (4) parts: Business Technical, Category Technical, Category Market Basket and Category Discount. Each evaluation section was awarded points by category as outlined in Section 10.10 of the ITB Document.

1. The **Business Technical** and **Category Technical** evaluations were conducted by a team of Evaluators from Idaho State Agencies, using individual scoring, evaluated Business and Organization aspects of each Bidder. Evaluators scored each Bidder based on a 0, 1, 5, 10 rubric. After each Bidder was scored by the evaluators, a weighted, normalized score was calculated based on the highest scoring Bidder (based on raw points) receiving all available points and each Bidder below the highest scoring Bidder awarded a portion of the total points available based on the relation of their raw score to that of the highest scoring Bidder.

1. Each **Category Market Basket** was totaled based on the items found in common across all Bidders of that category. After a total cost for each Market Basket was determined, a weighted, normalized score was calculated based on the lowest Market Basket Category Cost Bidder receiving all available points and each Bidder with a cost above the lowest Market Basket Category Cost Bidder was awarded a portion of the total points available based on their relation to the lowest Market Basket Category cost Bidder.

If a Bidder did not also meet the criteria of a comprehensive Market Basket (included items that meet the specifications of a minimum of fifteen (15) of the items in the blind market basket established by the State for that category) then that Bidder was found non-responsive for that Category only and was not considered for award for that Category.

**3. Category Discount Evaluation:** Bidders were required to fill out and submit Appendix 2 – Category Discount Schedule, of the ITB document. A weighted, normalized score was calculated based on the highest discount per category submitted by each Bidder, with the highest discount Bidder receiving all available points and each Bidder with a discount below the highest discount Bidder awarded a portion of the total points available based on the relation of their discount to the highest discount Bidder.

Each Bidder was given a total score of all four (4) sections of the evaluation, determining the rankings of Bidders for each Category and Area bid.

**Award Information:** DOP recommended multiple awards for each category, in accordance with Idaho Code 67-9211. Two to four (2-4) awards will be made for each Category, except Category 8, Power and Hand Tools, as the minimum number of common items (as required in Section 10.6 of the ITB) were not available. Letters of intent to award will be issued to seven (7) total Bidders across all awarded categories as outlined in Appendix B – Award Summary.

A summary of total scores for each vendor by Category and Area can be found on Appendix C – Score Summary.

**APPENDIX A – BIDDER SUMMARY**

**MANDATORY CATEGORIES**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Bidding Vendors:** | **Category 1** | **Category 2** | **Category 3** | **Category 4** | **Category 5** | **Category 6** | **Category 7** | **Category 8** | **Category 9** | **Category 10** | **Category 11** |
|  | **HVAC** | **Air Filters** | **Lamps, Ballasts, Fixtures** | **Electrical** | **Fasteners** | **Paint & Acc.** | **Plumbing** | **Power & Hand Tools** | **Janitorial Supplies** | **Safety** | **Paper/ Plastic Products** |
| Air Filter Superstore |   | X |   |   |   |   |   |   |   |   |   |
| American Air Filters |   | X |   |   |   |   |   |   |   |   |   |
| Brady Industries |   |   |   |   |   |   |   |   | X |   | X |
| Fastenal | X | X | X | X | X | X | X | X | X | X | X |
| Ferguson | X | X |   |   | X |   | X | X |   | X |   |
| Gem State Paper |   |   |   |   |   |   |   |   | X | X | X |
| Graybar |   |   | X | X | X |   |   | X |   | X |   |
| IBS (Industrial Bolt Supply) |   |   |   | X | X |   |   | X |   | X |   |
| Industrial Supply |   | X |   |   | X |   |   | X | X | X | X |
| Lawson |   |   |   |   | X |   |   | X |   |   |   |
| Midwest Motor Supply (Kimball Midwest) |   |   | X | X | X | X | X | X |   | X |   |
| Rexel (Platt Electric Supply) |   |   | X | X |   |   |   | X |   |   |   |
| Sherwin Williams |   |   |   |   |   | X |   |   |   |   |   |
| Sid Tool Co (MSC) | X | X | X | X | X |   | X | X | X | X | X |
| Snap On |   |   |   |   |   |   |   | X |   |   |   |
| Veritiv |   |   |   |   |   |   |   |   | X |   | X |
| Waxie |   |   |   |   |   |   |   |   | X | X | X |
| WW Grainger | X | X | X | X | X | X | X | X | X | X | X |
|   |   |   |   |   |   |   |   |   |   |   |   |

**OPTIONAL CATEGORIES**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Bidding Vendors:** | **Category 12** | **Category 13** | **Category 14** | **Category 15** | **Category 16** | **Category 17** | **Category 18** | **AREA A** | **AREA B** | **AREA C** |  |
|  | **Batteries & Flashlights** | **Outdoor Garden** | **Welding/ Soldering** | **Security** | **Pneumatic Tools** | **Motors & Acc.** | **Material Handling** |  |  |  |  |
| Air Filter Superstore |   |   |   |   |   |   |   | X | X | X |   |
| American Air Filters |   |   |   |   |   |   |   | X | X | X |   |
| Brady Industries |   |   |   |   |   |   |   | X | X | X |   |
| Fastenal | X | X | X | X | X | X | X | X | X | X |   |
| Ferguson | X |   | X | X |   |   | X | X | X | X |   |
| Gem State Paper | X |   |   |   |   |   |   | X | X | X |   |
| Graybar | X |   |   |   |   |   |   |   | X | X |   |
| IBS (Industrial Bolt Supply) | X |   | X |   |   |   |   | X | X | X |   |
| Industrial Supply | X |   |   | X | X |   | X | X | X | X |   |
| Lawson |   |   | X |   | X |   | X | X | X | X |   |
| Midwest Motor Supply (Kimball Midwest) | X |   | X |   |   |   |   | X | X | X |   |
| Rexel (Platt Electric Supply) | X |   |   |   |   |   |   | X | X | X |   |
| Sherwin Williams |   |   |   |   |   |   |   | X | X | X |   |
| Sid Tool Co (MSC) | X | X | X | X | X | X | X | X | X | X |   |
| Snap On |   |   |   |   | X |   |   | X | X | X |   |
| Veritiv | X |   |   |   |   |   |   | X | X | X |   |
| Waxie | X |   |   |   |   |   |   | X | X | X |   |
| WW Grainger | X | X | X | X | X | X | X | X\* | X | X\* |  |
|   |   |   |   |   |   |   |   | \*does not include paint Cat 6  |   |

**APPENDIX B – AWARD SUMMARY**

**AWARDS BY CATEGORY**

**MANDATORY USE CATEGORIES**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Cat 1 HVAC** | **AREA A** | **AREA B** | **AREA C** |  | **Cat 5 Fasteners** | **AREA A** | **AREA B** | **AREA C** |  | **Cat 9 Janitorial Supplies** | **AREA A** | **AREA B** | **AREA C** |  |
| Sid Tool Co (MSC) | X | X | X |  | Fastenal | X | X | X |  | Brady Industries | X | X | X |  |
| WW Grainger | X | X | X |  | WW Grainger | X | X | X |  | Gem State Paper | X | X | X |  |
|  |  |  |  |  | Lawson Products | X | X | X |  |  |  |  |  |  |
| **Cat 2 Air Filters** | **AREA A** | **AREA B** | **AREA C** |  |  |  |  |  |  | **Cat 10 Safety** | **AREA A** | **AREA B** | **AREA C** |  |
| Fastenal | X | X | X |  | **Cat 6 Paint & Accessories** | **AREA A** | **AREA B** | **AREA C** |  | Fastenal | X | X | X |  |
| WW Grainger | X | X | X |  | Fastenal | X | X | X |  | Sid Tool Co (MSC) | X | X | X |  |
|  |  |  |  |  | Sherwin Williams | X | X | X |  | WW Grainger | X | X | X |  |
| **Cat 3 Lamps, Ballasts Fixtures** | **AREA A** | **AREA B** | **AREA C** |  |  |  |  |  |  |  |  |  |  |  |
| Graybar |   | X | X |  | **Cat 7 Plumbing** | **AREA A** | **AREA B** | **AREA C** |  | **Cat 11 Paper & Plastic Products** | **AREA A** | **AREA B** | **AREA C** |  |
| Sid Tool Co (MSC) | X |   |   |  | Sid Tool Co (MSC) | X | X | X |  | Brady Industries | X | X | X |  |
| WW Grainger | X | X | X |  | WW Grainger | X | X | X |  | Fastenal | X | X | X |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Cat 4 Electrical** | **AREA A** | **AREA B** | **AREA C** |  | **Cat 8 Power & Hand Tools** |  |  |  |  |  |  |  |  |  |
| Fastenal | X | X | X |  | **NO AWARDS MADE** |  |  |  |  |  |  |
| Graybar |   | X | X |  |  |  |  |  |  |  |  |  |  |  |
| WW Grainger | X |  |  |  |  |  |  |  |  |  |  |  |  |  |

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **OPTIONAL USE CATEGORIES** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Cat 12 Batteries & Flashlights** | **AREA A** | **AREA B** | **AREA C** |  | **Cat 15 Security** | **AREA A** | **AREA B** | **AREA C** |  | **Cat 17 Motors & Accessories** | **AREA A** | **AREA B** | **AREA C** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fastenal | X | X | X |  | Fastenal | X | X | X |  | Fastenal | X | X | X |
| Gem State Paper | X | X | X |  | Sid Tool Co (MSC) | X | X | X |  | Sid Tool Co (MSC) | X | X | X |
| Sid Tool Co (MSC) | X | X | X |  | WW Grainger | X | X | X |  | WW Grainger | X | X | X |
| WW Grainger | X | X | X |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | **Cat 16 Pneumatic Tools** | **AREA A** | **AREA B** | **AREA C** |  | **Cat 18 Material Handling** | **AREA A** | **AREA B** | **AREA C** |
| **Cat 13 Outdoor Garden** | **AREA A** | **AREA B** | **AREA C** |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | Fastenal | X | X | X |  | Fastenal | X | X | X |
| Fastenal | X | X | X |  | Sid Tool Co (MSC) | X | X | X |  | Sid Tool Co (MSC) | X | X | X |
| Sid Tool Co (MSC) | X | X | X |  | WW Grainger | X | X | X |  | WW Grainger | X | X | X |
| WW Grainger | X | X | X |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Cat 14 Welding & Soldering** | **AREA A** | **AREA B** | **AREA C** |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fastenal | X | X | X |  |  |  |  |  |  |  |  |  |  |
| Sid Tool Co (MSC) | X | X | X |  |  |  |  |  |  |  |  |  |  |
| WW Grainger | X | X | X |  |  |  |  |  |  |  |  |  |  |

AWARDS BY VENDOR

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Brady Industries** | **Cat 9 Janitorial Supplies** |  | **Sid Tool (MSC)** | **Cat 1 HVAC** |
|  | **Cat 11 Paper & Plastic Products** |  |  | **Cat 3 Lamps, Ballasts Fixtures** |
|  |  |  |  | **Cat 7 Plumbing** |
| **Fastenal** | **Cat 2 Air Filters** |  |  | **Cat 10 Safety** |
|  | **Cat 4 Electrical** |  |  | **Cat 12 Batteries & Flashlights** |
|  | **Cat 5 Fasteners** |  |  | **Cat 13 Outdoor Garden** |
|  | **Cat 6 Paint & Accessories** |  |  | **Cat 14 Welding & Soldering** |
|  | **Cat 10 Safety** |  |  | **Cat 15 Security** |
|  | **Cat 11 Paper & Plastic Products** |  |  | **Cat 16 Pneumatic Tools** |
|  | **Cat 12 Batteries & Flashlights** |  |  | **Cat 17 Motors & Accessories** |
|  | **Cat 13 Outdoor Garden** |  |  | **Cat 18 Material Handling** |
|  | **Cat 14 Welding & Soldering** |  |  |  |
|  | **Cat 15 Security** |  | **Sherwin Williams** | **Cat 6 Paint & Accessories** |
|  | **Cat 16 Pneumatic Tools** |  |  |  |
|  | **Cat 17 Motors & Accessories** |  | **WW Grainger**  | **Cat 1 HVAC** |
|  | **Cat 18 Material Handling** |  |   | **Cat 2 Air Filters** |
|  |  |  |   | **Cat 3 Lamps, Ballasts Fixtures** |
| **Gem State Paper** | **Cat 9 Janitorial Supplies** |  |   | **Cat 4 Electrical** |
|  | **Cat 12 Batteries & Flashlights** |  |   | **Cat 5 Fasteners** |
|  |  |  |   | **Cat 7 Plumbing** |
| **Graybar** | **Cat 3 Lamps, Ballasts Fixtures** |  |   | **Cat 10 Safety** |
|  | **Cat 4 Electrical** |  |   | **Cat 12 Batteries & Flashlights** |
|  |  |  |   | **Cat 13 Outdoor Garden** |
| **Lawson Products** | **Cat 5 Fasteners** |  |   | **Cat 14 Welding & Soldering** |
|  |  |  |   | **Cat 15 Security** |
|  |  |  |   | **Cat 16 Pneumatic Tools** |
|  |  |  |   | **Cat 17 Motors & Accessories** |
|  |  |  |   | **Cat 18 Material Handling** |

**APPENDIX C – SCORE SUMMARY**

