



MRO: Facilities Maintenance Supplies
Florida Contract #
450-000-11-ACS
October 11, 2011
Webinar



Today's Presenters

- Greg Hill, Division of State Purchasing
Contract Manager
- Mark Oyster, MyFloridaMarketPlace
Production Support
- Rick Lopez, Grainger
Sr. Government Manager, State of Florida



Purpose of this Webinar

- Contract Details – Greg
- Contract Benefits – Greg
- Current MRO State Term Contract Expirations – Greg
- State Purchasing Website – Greg
- MFMP Punchout Catalog Use (demo) – Mark
- Grainger WSCA Agreement – Rick
- Q&A – All



Contract Details

Contract Number 450-000-111-ACS

Contract Type Alternate Contract Source

Contract Term 3 Years

Expiration Date February 28, 2014

Extensions One (1), Three (3) Yr Extension Option



Contract Benefits

- State Purchasing adopted the WSCA MRO contract based on the aggressive pricing structure obtained by leveraging over **\$360 million** in nationwide spend
- State Purchasing analyzed Florida MRO spend and leveraged **\$48 million** to secure higher savings for the State of Florida
- Contract reflects **10.3 percent** savings over previous contract = **\$3.5 million** in savings
- Negotiations resulted in a dynamic Florida Market Basket (FL MB) of core items based on State Agency and OEU high volume spend

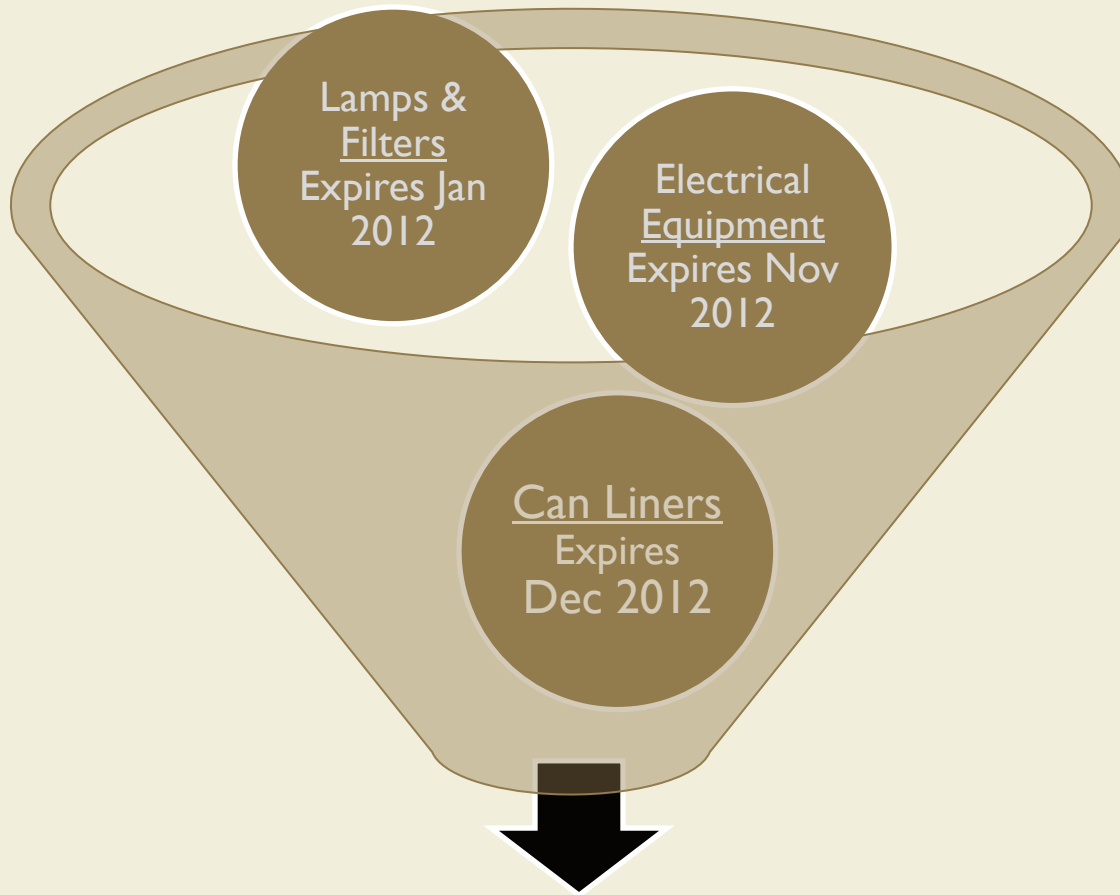


Contract Benefits

- FL MB will be reviewed and updated quarterly to capture high volume commodities – currently contains more than **300** items with no set limit
- Punchout Catalog in MFMP
- Access to more than 1,400 aggressively priced WSCA MB items
- Additional **3 percent** discount applied to 18 MRO Categories originally bid on WSCA
- **3 percent** discount added to all other Grainger catalog/ Grainger.com items
- More than 900,000 SKUs available for next day delivery



Current MRO STCs Set To Expire



Roll into Grainger MRO



MRO Categories *on* ACS





Where to Find Contract

http://www.dms.myflorida.com/business_operations/state_purchasing

The screenshot shows a web browser window displaying the DMS website. The address bar shows the URL http://www.dms.myflorida.com/business_operations/state_purchasing. The page features a navigation menu with links for "Notify Me", "Notification Settings", "Site Map", "Contact DMS", and "MyFloridaHome". The main content area is titled "Delivering Value Through Procurement" and includes a banner image of five diverse professionals. Below the banner, there are navigation tabs for "Human Resource Support", "Business Operations", "Telecommunications", "Agency Administration", and "Other Programs". The "Business Operations" tab is active, leading to the "Purchasing Division" page. The page content includes a search bar, a list of links for "State Purchasing" (such as "State Contracts, Agreements and Price Lists", "Doing Business with the State of Florida", "Vendor Information", "MyFloridaMarketPlace", "FLEET & Federal Property", "Documents, Forms, References & Resources", "Florida Emergency Network", "Florida's Public Purchasing Training and Certification", and "Customer Service"), a "Purchasing Bulletins" section with "View all messages from the BULLETIN BOARD" and "What's New!" (listing "Vendor Bid System (VBS) Maintenance Window, Sept. 21, 8 p.m.", "MFMP 3.0 System Unavailable Sept. 16, 6 p.m. to midnight", and "MFMP 3.0 Buyer Maintenance Window 7 p.m., Sept. 7, 2011"), and a "Contact A Purchasing Professional" section with "Agency Purchasing Officers". A red box highlights the "State Contracts, Agreements and Price Lists" link and its sub-menu items: "Contract and Agreement Type Information", "Florida Climate Friendly Preferred Products List", "Customer Service", "Alternate Contract Source", "RESPECT", "PRIDE", "State Term Contracts", "Insurance Coverage Program", "Contract / Agreement Archive", and "State Purchasing Agreements". The footer shows "Trusted sites" and "100%" zoom.



Contract Landing Page

Browser navigation bar showing URL: http://www.dms.myflorida.com/business_operations/state_purchasing/vendor_information/state_contracts_agreements_and...
 Search bar: Yahoo! Search
 Tab: MRO: Facilities Maintenance Supplies (WSCA) / Altern...

[Notify Me](#) [Notification Settings](#) [Site Map](#) [Contact DMS](#) [MyFloridaHome](#)



[Human Resource Support](#) [Business Operations](#) [Telecommunications](#) [Agency Administration](#) [Other Programs](#)

Search DMS

MRO: Facilities Maintenance Supplies (WSCA)

[Pricing](#)

[Contractors](#)

[How to Use this Alternate Contract Source](#)

[Complete Contract - Microsoft Word](#)

[Complete Contract - PDF](#)

[Forms and Other Information](#)

▲ [Return to State Contracts, Agreements and Price Lists](#)

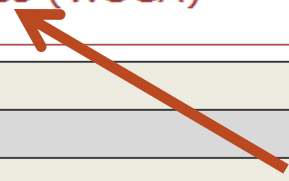
[Department of Management Services](#) > [Business Operations](#) > [State Purchasing](#) > [Vendor Information](#) > [State Contracts, Agreements and Price Lists](#) > [Alternate Contract Source](#) > MRO: Facilities Maintenance Supplies (WSCA)

<< [Return](#)

[Rate this Contract](#)
[View Survey Results](#)

MRO: Facilities Maintenance Supplies (WSCA) 450-000-11-ACS

Effective Period	09/02/2011 through 02/28/2014
Contract Type	Alternate Contract Source
Contract Information	Pricing Contractors How to Use this Alternate Contract Source Frequently Asked Questions
Contract Documents	Microsoft Word - (mword 82.50 kB) PDF - (pdf 54.41 kB) Forms and Other Information
Contract Administration	Greg Hill





Pricing Information

Browser address bar: http://www.dms.myflorida.com/business_operations/state_purchasing/vendor_information/state_contracts_agreements_and...
Search: Yahoo! Search
Page: Pricing / MRO: Facilities Maintenance Supplies (WSCA)...

[Notify Me](#) [Notification Settings](#) [Site Map](#) [Contact DMS](#) [MyFloridaHome](#)



[Human Resource Support](#) [Business Operations](#) [Telecommunications](#) [Agency Administration](#) [Other Programs](#)

Search DMS

MRO: Facilities Maintenance Supplies (WSCA)

- Pricing**
- [Price Sheets - Grainger State of Florida Website](#)
 - [Price Sheets - Florida Market Basket](#)
 - [Price Sheets - WSCA Market Basket](#)
 - [Price Sheets - Category Discounts](#)

- [Contractors](#)
- [How to Use this Alternate Contract Source](#)

[Department of Management Services](#) > [Business Operations](#) > [State Purchasing](#) > [Vendor Information](#) > [State Contracts, Agreements and Price Lists](#) > [Alternate Contract Source](#) > [MRO: Facilities Maintenance Supplies \(WSCA\)](#) > Pricing

<< [Return](#)

[Rate this Contract](#)
[View Survey Results](#)

MRO: Facilities Maintenance Supplies (WSCA) 450-000-11-ACS

- Pricing**
- [Grainger State of Florida Website](#)
 - [Florida Market Basket](#) - (vnd.ms-excel 120.50 kB)
 - [WSCA Market Basket](#) - (vnd.ms-excel 219.00 kB)
 - [Category Discounts](#) - (msword 82.50 kB)



MFMP Punchout Catalog Use

- State of Florida provides Punchout capabilities per the cXML specifications on the Ariba platform
- Punchout provides an alternative mechanism for suppliers to offer the State of Florida access to products awarded under contract.
- Punchout allows for direct communication between a marketplace and a supplier's ERP system
 - Reflects real-time product inventory/availability information.
- Agency customers access the punchout catalog from the Catalog section in MFMP
- Use keywords to locate the punchout catalog
 - Such as the supplier name, State Term contract number or an item on contract you wish to purchase

A screenshot of the MFMP Catalog Home search interface. It features a search bar with the text "Grainger" entered, a "Search" button, and an "Options" link. Below the search bar are four input fields labeled "Supplier Part #:", "Manufacturer Part #:", "Commodity Code:", and "Contract ID:". The interface has a light blue header and a light purple background for the search area.

A screenshot of search results for "Grainger" in the MFMP system. The search path is shown as "Catalog > 'Grainger'". Below this, there is a green header for "Supplier Punchout Catalog Resources". Underneath, a dropdown menu shows "Grainger Industrial Supply (2)" with two results listed: "Grainger (Punchout Catalog) 450-000-11-ACS ..." and "Grainger (Punchout Catalog) 445-001-11-1 ...".



MFMP Punchout Catalog Use

- Florida state agency buyers “punchout” to a supplier’s (vendor) website
- Using the search tools on the supplier’s Florida punchout site, select the desired products and services
- When complete, exit the supplier’s punchout site
 - Your shopping cart (full of products and services) is “brought back” to MFMP as contract line items
- Buyer then proceeds through the normal workflow steps to process the request

GRAINGER
FOR THE ONES WHO GET IT DONE

Hello, State Of FL MRO | Help

Catalog | Find a Branch | Requisition Form Contains: (0) Items

Enter keyword or part number

PRODUCTS RESOURCES SITE FEATURES

Lists
Shared (46)

Product Categories

- › Abrasives
- › Adhesives, Sealants and Tape
- › Cleaning
- › Electrical
- › Electronics, Appliances, and Batteries
- › Fasteners
- › Fleet and Vehicle Maintenance
- › Furniture and Furnishings
- › HVACR
- › Hand Tools
- › Hardware
- › Hydraulics
- › Lighting
- › Lubrication
- › Machining
- › Material Handling
- › Motors
- › Office Equipment
- › Outdoor Equipment

Introducing Benjamin Moore Paint

Paint your workspace with environmentally-preferable paint products that offer low or zero VOC, with exceptional performance.

Quick Item Entry

Type It In	Copy & Paste
Qty.	Grainger Item
<input type="text"/>	Item #
<input type="text"/>	Item #
<input type="text"/>	Item #
<input type="text"/>	Item #
<input type="text"/>	Item #
<input type="text"/>	Item #

Check Out These Top Sellers 1 of 5

Multipurpose Ladder, Revolution XE, 19 Ft	Respirator, Pk10	Roll Towel, Pk6	Plug, 5-15 NEMA, 15 A

Customer Care

Questions on Ordering Products or Repair Parts:

- Contact your local branch
- Call 1-877-202-2592
- E-mail us



MFMP Punchout Catalog Use

Grainger Industrial Supply offers a punchout catalog solution for agency customer use in MFMP.

This punchout catalog is offered for both the MRO and Tools contracts.

Your search path: [Catalog](#) > "Grainger"

Supplier Punchout Catalog Resources

▼ **Grainger Industrial Supply (2)**

Grainger (Punchout Catalog) 450-000-11-ACS ...

Grainger (Punchout Catalog) 445-001-11-1 ...

MFMP Punchout Catalog Demonstration



myMarketPlace Help

Welcome MFMP Production Support
 Close Punchout Catalog Shopping Session

Hello, State Of FL MRO | Help

Catalog | Find a Branch | 🛒 Requisition Form Contains: (2) Items

RESOURCES | SITE FEATURES | All Products Market Basket

Enter keyword or part number Search

Lists
 Shared (46)



Requisition Form Contains

QUICK ITEM ENTRY

Qty. Grainger Item # Add to Requisition

[Bulk Requisition Pad](#)

Continue Shopping
Clear Requisition

Item #	Qty.	Description	Brand Mfr. Model #	Ship Qty.	Usually Ships**	Your Price	Extended Price	Remove
 1H344 View Larger	10	Switch, Safety, 30 A >More Details... Country of Origin: USA \$	SQUARE D H361	1	Today	\$256.66	\$2,566.60	✖
 5A672 View Larger	15	Distribution Block >More Details... Country of Origin: Mexico \$	COOPER BUSSMANN 16220-3	1	Today	\$33.87	\$508.05	✖

If you changed quantities, click to Update

Done Local intranet | Protected Mode: On 🔍 100%



MFMP Punchout Catalog Use

Follow these steps to create your order against contract number 450-000-11-ACS in MyFloridaMarketPlace:

1. Log into MyFloridaMarketPlace
2. Create a Requisition within the Common Actions section of your Procurement Dashboard.





MFMP Punchout Catalog Use

3. The catalogs section will display. Search for the word 'Grainger'.
4. The result shows the catalog for the supplier. Again, Grainger offers a punchout catalog for all purchases in MyFloridaMarketPlace against the two contracts shown. For MRO purchases, click on 'Grainger (Punchout Catalog) 450-000-11-ACS'.

Catalog Home

Catalog [Options](#)

Supplier Part #:

Manufacturer Part #:

Commodity Code:

Contract ID:

Your search path: [Catalog](#) > "Grainger"

Supplier Punchout Catalog Resources

- ▼ **Grainger Industrial Supply (2)**
 - Grainger (Punchout Catalog) 450-000-11-ACS ...**
 - Grainger (Punchout Catalog) 445-001-11-1 ...



MFMP Punchout Catalog Use

5. The MFMP system accesses the Grainger catalog. Locate the item(s) needed for purchase by using the Product Category section or keyword search.

A screenshot of the Grainger website interface. The top navigation bar includes the "myMarketplace" logo, a welcome message for "MFMP Production Support", and a "Close Punchout Catalog Shopping Session" link. The main header features the "GRAINGER" logo and a search bar with the text "Enter keyword or part number" and a "Search" button. A green box highlights the search bar and the "All Products" radio button. A black arrow points from the right towards the search bar. On the left, a "Product Categories" sidebar is highlighted with a green box, and a black arrow points from the left towards it. The sidebar lists various categories such as Abrasives, Adhesives, Sealants and Tape, Cleaning, Electrical, Electronics, Appliances, and Batteries, Fasteners, Fleet and Vehicle Maintenance, Furniture and Furnishings, HVACR, Hand Tools, Hardware, Hydraulics, Lighting, Lubrication, Machining, Material Handling, Motors, Office Equipment, and Outdoor Equipment. The main content area features a banner for "The 2011-2012 Safety Catalog Is Here" with a "Shop Now" button. Below this, a section titled "Beat the Summer Heat With These Cool Products" displays four items: "Oscillating, Misting Air Circulator", "Evaporative Cooling Bandana", "Gatorade, Thirst Quencher, Fruit Punch", and "5 Gallon Beverage Cooler", each with a "BUY NOW" button. On the right, there is a "QUICK ITEM ENTRY" section with a table for adding items to a requisition and a "Customer Care" section with contact information.



MFMP Punchout Catalog Use

6. Grainger provides the customer with the ability to compare items within the catalog.

The screenshot shows a web interface for 'myMarketPlace' with the following elements:

- Header:** 'myMarketPlace' logo, 'Welcome MFMP Production Support', and 'Close Punchout Catalog Shopping Session'.
- Search Results:** '58 products found', 'Showing 1 - 4 of 4 pages', 'Show 16 products per page', 'Sort by: Top Sellers', and 'Change Display: List Grid'.
- Filters (Left Sidebar):**
 - You Searched For:** Electrical, Switches, Wall Switches.
 - amps ac:** 20
 - type:** 1-Pole
 - Search within these results:** Search bar with 'Go' button.
 - Narrow Your Search By:**
 - Rated HP:** 1 (57), 1-1/2 (1)
 - Color:** Ivory (14), White (12), Brown (11), Gray (10), Red (8), Black (1), Stainless Steel (1), Metallic (1)
 - Voltage Rating:** 120/277 (25)
- Product List:**

Select Items	Compare	Granger Item # and Description	Compliance & Notes	Brand & Model #	Catalog Page #	Availability	Ship Quantity	Price
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Toggle Switch, 1P, 20A, Ivory, Commercial Item # 6A704 Commercial Grade Wall Switch, Toggle, Amps 20, Voltage 120/277, 1 Pole, Color Ivory, Rated HP 1		LEVITON CS120-2I	537	Usually ships Today	1	\$1.34
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Toggle Switch, 1P, 20A, Ivory, Construction Item # 6A673 Construction Grade Wall Switch, Toggle, Amps 20, Voltage 120/277, 1 Pole, Maintained, Color Ivory, Rated HP 1, Side Wire Only		HUBBELL WIRING DEVICE- KELLEMS CS120I	538	Usually ships Today	1	\$6.66 Sale Price \$5.37
- Actions:** 'View Larger', 'See All: Wall Switches', 'More Info', 'Add to Personal List', 'Quantity' input, and 'Add to Requisition' buttons.





MFMP Punchout Catalog Use

7. This feature helps you with the buying decision for these contracted items. It lets you find the exact product you're looking for by letting you search for the products and then easily compare them side-by-side.
8. Input the quantity needed of the item and click the Add to Req. button to add the item to your cart.

Product Comparison

Add another Grainger Item #: Add to Comparison

		
Remove	✖ Remove	✖ Remove
Your Price	\$1.34	\$5.37
Ship Qty.	1	1
Buy	<input style="width: 30px;" type="text" value="Qty"/> Add to Req. <input style="width: 30px;" type="text" value="Qty"/> Add to Req.	<input style="width: 30px;" type="text" value="Qty"/> Add to Req.
	Add to Personal List	Add to Personal List
Item #	6A704	6A673
Description	Toggle Switch, 1P, 20A, Ivory, Commercial	Toggle Switch, 1P, 20A, Ivory, Construction
Brand	LEVITON	HUBBELL WIRING DEVICE-KELLEMS
Mfr. Model #	CS120-2I	CS120I
Usually Ships ?	Today	Today
Custom Catalog Item	No	No
Catalog 402 Page	537	536
Type	1-Pole	1-Pole
Style	Toggle	Toggle
Amps AC	20	20



MFMP Punchout Catalog Use

9. After the item has been added click on the Continue to Order form button.

The following item has been added to your requisition form:

Toggle Switch, 1P, 20A, Ivory, Commercial
Grainger Item #: 6A704
Qty: 50
Your Price (ea.): \$1.34
Extended Price: \$67.00

[View Larger](#)

[More Info](#)

[< Continue Shopping](#)




[Continue to Order Form](#)



MFMP Punchout Catalog Use

10. Once the item has been added to the cart, click the Continue Shopping button to include additional items. After all necessary items are added to the cart, click the Continue button to confirm the order.

The screenshot shows a shopping cart interface. At the top left, a yellow "Continue Shopping" button is highlighted with a red box. At the top right, there is a "Clear Requisition" button. The main cart area contains a table with the following data:

Item #	Qty.	Description	Brand Mfr. Model #	Ship Qty.	Usually Ships**	Your Price	Extended Price	Remove
 6A704 View Larger	<input type="text" value="50"/>	Toggle Switch, 1P, 20A, Ivory, Commercial >More Details... Country of Origin: USA 	LEVITON CS120-2I	1	Today	\$1.34	\$67.00	

Below the table, there is a link "If you changed quantities, click to [Update](#)".

The subtotal is displayed as **Subtotal: \$67.00**.

There is a section for "PERSONAL LISTS" with a dropdown menu "Select a List" and an "Add to Personal List" button.

At the bottom, there is a section for the "American Recovery and Reinvestment Act of 2009" with a checkbox "Yes, I am paying for this order with ARRA/Stimulus funds." and a red "Continue" button highlighted with a red box.



MFMP Punchout Catalog Use

11. Click the Submit Requisition button to bring the items within the cart into MyFloridaMarketPlace.

The screenshot shows the Grainger website interface. At the top left is the Grainger logo with the tagline "FOR THE ONES WHO GET IT DONE". To the right, it says "***THIS IS A TEST ENVIRONMENT*** | Hello, State Of FL MRO | Help". Below this is a navigation bar with "Catalog | Find a Branch | Requisition Form Contains: (1) Item". A search bar contains the text "Enter keyword or part number" and a "Search" button. Below the search bar, there are tabs for "RESOURCES" and "SITE FEATURES", and radio buttons for "All Products" and "Market Basket". The main content area is titled "Requisition Confirmation" and contains the following text: "Thank you for visiting Grainger's Online Catalog. You are about to transfer items to your internal procurement system. These items will not be shipped until approval is received from your procurement system provider. For customer service, please contact Customer Care at 1-877-202-2592 or email us at eprocustomercare@grainger.com. To complete this portion of the process, click Submit Requisition." At the bottom, there are two buttons: "Edit Requisition" and "Submit Requisition", with the latter highlighted by a red rectangular box.



MFMP Punchout Catalog Use

12. The item(s) you chose within the punchout catalog populate the requisition as contract line items. The line item(s) tie to the contract number, which assists with reporting agency spend.
13. The requisition goes through the approval process as normal.

Line Items (1) [Hide Details](#)

<input checked="" type="checkbox"/>	No.	Type	Description	Qty	Unit	Line Type	Price	Amount
<input checked="" type="checkbox"/>	1		Commercial Grade Wall Switch, Toggle, Amps 20...	50	each		\$1.34000 USD	\$67.00000 USD

Commercial Grade Wall Switch, Toggle, Amps 20, Voltage 120/277, 1 Pole, Color Ivory , Rated HP 1

Supplier: Grainger Industrial Supply(F361150280)
 Vendor Location: Grainger Industrial Supply(026_Grainger -Tallahassee Brn 820)
 Commodity Code: 285840: WIRING DEVICES, ELECTRIC: RECEPTACLES,SWITCHES, AND TERMINALS
 Contract: C57
 Contract ID: 450-000-11-ACS
 State Contract ID: 450-000-11-ACS

Method of Procurement:
 Terms and Conditions: http://dms.myflorida.com/mfmp_PO_TC
 MyGreenFlorida Content: No

|



Grainger WSCA Award Announcement

Understanding the WSCA Contract 1862

- Maintenance, Repair and Operations (MRO)
- Contract #450-000-11 ACS
- Hand and Power Tools Contract #445-001-11-1
 - Nov. 15, 2010 through Nov. 14, 2013
- Custom Landing Page Overview

www.Grainger.com/stateofflorida



About WSCA

- WSCA was formed in October 1993 by the state purchasing directors from 15 NASPO western states
 - National Association of State Procurement Officials
- Primary purpose of creating WSCA was to establish the means by which participating states could join together in cooperative multi-state contracting
- Six-Year Contract
 - 3 years initial term
 - 1-3 Year Option to extend



About WSCA

Key Benefits of the WSCA Agreement

- Competitively bid and awarded agreement
 - Reduces the need to bid
- Catalog agreement
 - Includes all Grainger catalog items
- Beyond the catalog
 - Inventory Solutions
 - Grainger Consulting Service
 - All covered under the contract
- Supported by NASPO
- Learn more about WSCA
 - Access the Grainger Sales Channel Page
 - www.aboutwsca.org



Grainger WSCA Award Announcement

Award Details

- WSCA Market Basket of 1,400 items
 - Represents Top Purchased Items in 18 Categories
- Grainger is the top rated RFP by all WSCA Panel members 907 out of 1000
 - Disaster Emergency Preparedness
 - Disaster Recovery
 - Reporting/Audit
 - Sustainability/Environmental Practices
 - Growth Incentives



State of Florida Contract Pricing

Award Details

- Grainger adds an additional 3 percent discount to the WSCA 1862 product category (shown on next slide)
 - Total of 13 percent discount off list for the “other” category on all Grainger Catalog / Grainger.com items
- Grainger will provide the State of Florida a customized market basket on high usage items
- Grainger and State of Florida will work regularly to identify the high-use items to include in this customized market basket



State of Florida Discounts By Category

Category	Florida
1. HVAC	18%
2. Air Filters	43%
3. Lamps, Ballasts, Fixtures	48%
4. Cleaning	33%
5. Material Handling	18%
6. Security	23%
7. Motors and Accessories	31%
8. Electrical and Equipment	18%
9. Fasteners	28%
10. Batteries and Flashlights	21%
11. Outdoor Garden Supplies and Equipment	15%
12. Paint and Accessories	15%
13. Plumbing	18%
14. Pneumatic Tools	15%
15. Power Tools and Accessories	23%
16. Safety	23%
17. Hand Tools	28%
18. Welding and Soldering	18%



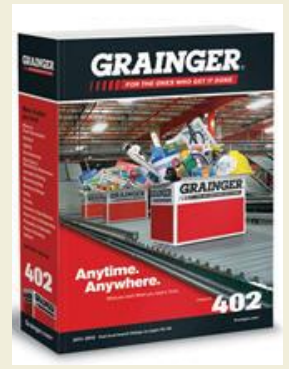
Grainger Quick Facts

- Established in 1927 (84 years)
- \$7.2 billion 2010 sales
- Order volume
 - 120,000 orders per day
 - 30.9 million orders per year
- More than 3,000 suppliers
- 900,000 products in Red Book/Grainger.com
- Access to more than 5 million additional products
- More than 18,500 employees
- Supported by NASPO
- More than 430 branches
- Nine distribution centers
- 2 million customers





Broad Product Offering



PRODUCTS
Beyond the CATALOG



[Sign In](#) | [New Customer? Register Now](#) | [Help](#)



[Catalog](#) | [Find a Branch](#) |



Cart Contains: (0) Items

PRODUCTS

RESOURCES

SERVICES

WORLDWIDE

REPAIR PARTS

Enter keyword or part number

Search

Take full advantage of your State of Florida MRO Contract #450-000-11 ACS and Hand & Power Tool Contract # 445-001-11-1

What's on this Page:

- [Important Information](#)
- [How Do I Get Started?](#)
- [Contract Information](#)

Take full advantage of your State of Florida Full Catalog Contract Award 450-000-11 ACS for MRO: Facilities, Maintenance, Lighting, Industrial Supplies, Tools, Equipment and Janitorial Supplies.

IMPORTANT INFORMATION

- In order to view the State of Florida Contract pricing, you must be registered and logged in online. Grainger has been awarded a full MRO catalog contract 450-000-11 ACS. (This contract award was a result of the competitive bidding process.) Included in the contract are everyday Maintenance, Repair and Operating (MRO) products. These products are typically non-routine, unplanned, everyday facilities maintenance supplies which government facilities and institutions need to operate their sites.
- **Maintenance, Repair and Operations Supply (MRO) State of Florida Contract No. 450-000-11-ACS**
- **Contract Effective Dates:** 09/02/11- 02/28/2014
- [Grainger Participation Form](#)
- [State MRO Contract 450-00-11 ACS Page](#)
- **Florida Hand and Power Tool Contract: # 445-001-11-1**
- **Contract Effective Dates:** 11/15/2010- 11/14/2013
- [Hand and Power Tools](#) (PDF)
- [State of Florida Return, Credit & Change Order Processes](#)
- [State of Florida Hand & Power Tools contract # 445-001-11-1 Page](#)
- **Additional Product Information:**
 - [Brand Name Products](#)
 - [Westward® Tools](#)
 - **For State Agency Customers only:**
<https://myfloridamarketplace.com:9140/Buyer>

Contract Information

Contract Pricing

- Includes Grainger's full line of facilities maintenance products
- Competitively awarded agreement reduces need for bidding
- Core Commodity Market Baskets with 18 key categories. Includes Janitorial, Electrical, Safety & Security, Plumbing, HVAC/R, Hand and Power Tools, Fasteners, Power Transmission Motors and Lighting
- **Keepstock® Inventory Solutions help reduce procurement costs.**
www.grainger.com/keepstock
- 900,000 items in stock for next-day delivery
- **Special Orders Beyond the Catalog**
- **Over 50,000 Safety and Emergency Preparedness items**
www.grainger.com/emergency
- 24-hour emergency support 1-800-CALL-WWG
- \$1 Billion dollars inventory nationwide
- \$44 Million dollars Florida inventory in 24 Branches and Jacksonville Distribution Center
- Prepaid freight on all shipments
- **GE Lamp program and Ballast program**
- State specific custom market basket program
- Same day shipping (available in most major markets)
- Local availability with over 400 branches nationwide
- Dedicated Grainger team
- No minimum order limits
- On-hand inventory reduction
- 24/7 online ordering

*To view your contract specific pricing, log in Grainger.com

Contact Information

For questions about State of Florida, contact:

- **Greg Hill**
Purchasing Analyst
Phone: 850-922-1214
greg.hill@dms.myflorida.com
- **Rick Lopez**
Sr. Government Manager,
State of Florida
Phone: 813-333-5092
rick.lopez@grainger.com
- **Scott Huling**
District Sales Manager,
North Florida (Orlando-Tallahassee)
scott.huling@grainger.com
- **Joe Marty**
District Sales Manager
South Florida (Sarasota-Miami)
joseph.marty@grainger.com



Hand Held & Power Tools Contract

Hand & Power Tool Contract # 445-001-11-1
Nov. 15, 2010 through Nov. 14, 2013

- http://www.grainger.com/Grainger/static/fos_stateoffl.html
- Extensive selection of products, plus services & technical expertise
- Tool Discount Suppliers
 - Blackhawk – 56 percent off Mfg's list
 - Bosch – 52 percent off Mfg's list
 - Bosch Accessories – 35 percent off Mfg's list
 - Dayton – 10 percent off Grainger
 - Dewalt Tools – 52 percent off Mfg's list
 - Dewalt Accessories – 38 percent Mfg List
 - Makita – 48.5 percent off Mfg's list
 - Makita Accessories – 35 percent off Mfg's list
 - Milwaukee – 52.5 percent off Mfg's list
 - Milwaukee Accessories – 35 percent off Mfg list
 - Speedaire – 10 percent off Grainger each
 - Stanley – 62 percent off Mfg's list
 - Proto – 62 percent off Mfg's list
 - Westward – 60 percent off Mfg's list



Public Safety

Law Enforcement

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Firefighters

[Learn More](#)

EMS

[Learn More](#)

Safety Resources

People Safety

Employee and Guest Safety

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First Aid

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Public Safety

[Shop Now](#)

Facility/Process Safety

Workplace Safety

[Shop Now](#)

Environmental Safety

[Shop Now](#)

Product Safety

[Shop Now](#)

Green Resources

<p>Energy Conservation</p> <p>Shop now</p>	<p>Green Cleaning</p> <p>Shop now</p>	<p>Waste Reduction</p> <p>Shop now</p>	<p>Water Conservation</p> <p>Shop now</p>
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Emergency Preparedness

 Communicable Diseases	 Earthquakes	 Extreme Heat	 Fires	 Floods
 Hurricanes	 Power Outages	 Tornadoes	 Wildfires	 Winter Storms

PRODUCTS
Beyond the CATALOG

Can't Find What You're Looking for? Ask Us.

In the Grainger catalog you can find hundreds of thousands of products, but we also offer access to millions more from thousands of suppliers—beyond the catalog.

CUSTOM PRODUCT CENTER

 Air Filters	 Valve/Key Tags	 Floor Mats	 Safety Signs
 Hard Hats	 Traffic Signs	 Pipe Markers	 Property ID Tags



KeepStock®

A Managed Inventory Solution



label

KeepStock® Label™ is a Grainger.com inventory management solution that helps you identify, organize and manage your inventory. Detailed online Inventory Lists enable faster identification of materials and simplifies reordering. A simple and easy-to-use inventory management solution.

- Create Inventory Lists of stocking items on Grainger.com
- Print labels with product image, sku number and inventory information for bin placement
- Create and print inventory reorder forms



scan

KeepStock® Scan™ is a customer managed inventory replenishment solution that utilizes Grainger-provided scanning technology to help streamline ordering processes for stocked Grainger items.

- Easy-to-use scanner provides a true point and click barcode reordering solution
- Turnkey, web-based program streamlines purchasing
- Provides easy ordering of MRO materials for any number of point-of-use locations
- Easy access to detailed purchase order history reports



mobile

KeepStock® Mobile™ is a customer managed replenishment solution that utilizes Grainger-provided scanning technology to help you manage inventory that moves, such as supplies in a service truck or van.

- Includes easy-to-use scanning hardware and barcode labels
- Streamlines purchasing
- Provides valuable online reporting
- Saves time by allowing technicians to focus on using their valuable trade skills



track

KeepStock® Track™ is a managed barcode inventory control system that lets you manage the movement of MRO inventory as it is received, issued and transferred into and throughout your business.

- Includes easy-to-use Grainger-provided scanning hardware and software
- On-site installation and training is provided
- Tracks real-time inventory movement and product consumption
- Online reporting helps with identification of slow-moving and inactive items



secure

KeepStock® Secure™ is a managed inventory solution which provides customized automated dispensing machines to control usage of consumable MRO items and help reduce pilferage.

- Locked cabinet keeps items secure
- Easy unattended employee access to highly consumable items
- Reduces storeroom trips and waiting time
- Helps improve control over inventory costs
- Provides detailed reporting



onsite

KeepStock® Onsite™ is a Grainger managed inventory solution that provides a Grainger professional at your site for a specified amount of time, up to 40 hours per week.* KeepStock Onsite will help you save time and money managing MRO inventory.

- The onsite Grainger Representative:
- Identifies Grainger catalog products
 - Places orders and electronically scans items
 - Provides dedicated customer service
 - Restocks inventory bin locations

* Hours spent by onsite Grainger Representative at customer site to be mutually determined.



store

KeepStock® Store™ is a Grainger managed inventory solution for select customers that provides a fully stocked and staffed store located inside your facility. Inventory is tailored to meet your specific needs, including items used frequently and important emergency replacements or critical spare parts.

- Grainger staff is provided
- Grainger owns and manages your inventory
- You only pay for the items that are consumed
- Grainger manages the MRO purchasing process

Q&A



We have time for any questions.

- Feel free to use the Webinar chat feature to submit them



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