



Maintenance Repair and Operations (MRO) Supplies, Parts, Equipment, Materials, and Related Services
Executive Summary

Lead Agency: City of Tucson, AZ

Solicitation: 240078

RFP Issued: February 7, 2024

Pre-Proposal Date: February 20, 2024

Response Due Date: March 28, 2024

Proposals Received: #5

Awarded to: W. W. Grainger, Inc.



The City of Tucson, AZ Business Services Department, Shared Services – Procurement issued RFP #240078 on February 7, 2024, to establish a national cooperative contract for Maintenance Repair and Operations (MRO) Supplies, Parts, Equipment, Materials, and Related Services.

The solicitation included cooperative purchasing language in **Section C.2, National Cooperative Contract – OMNIA Partners:**

The City of Tucson, AZ, as the Principal Procurement Agency, defined in ATTACHMENT E, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The City of Tucson, AZ is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on ATTACHMENT E, or as otherwise agreed to. ATTACHMENT E contains additional information about OMNIA Partners and the cooperative purchasing program.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Tucson website/OpenGov
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)

- The Advocate – New Orleans, LA
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses were notified of the Request for Proposal.

On March 28, 2024 proposals were received from the following offerors:

- Geary Pacific Supply
- Interplay Learning, Inc.
- W. W. Grainger, Inc.
- Hi-Line Electric Co.
- Mallory Safety & Supply

The proposals were evaluated by an evaluation committee. Interplay Learning, Inc. was determined to be non-responsive. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with W.W. Grainger, Inc. and proceeding with contract award(s) upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses

The City of Tucson, OMNIA Partners and W.W. Grainger, Inc. successfully negotiated a contract, and the City of Tucson executed the agreement with a **contract effective date of January 1, 2025**

Contract includes:

- Nearly 2 million available products and approximately 4,000 sales representatives
- Grainger.com website and Branch/Store ordering service channels available
- Direct-to-Customer and Physical Pickup fulfillment options
- Customer Managed Inventory (CMI) and Vendor Managed Inventory (VMI)
- Product sourcing, consulting services
- Additional incentives for annual volume purchases

Term:

Initial three-year agreement from 1/1/2025 through 12/31/2027 with the option to renew for two (2) additional one-year periods through 12/31/2029.

Pricing/Discount:

Category discounts range from 5% to 32% off catalog prices