



COMMENT AND REVIEW

To the
REQUEST FOR PROPOSAL (RFP) #110415
Entitled

Janitorial Supplies and Related Custodial Products

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on September 21, 2015, in Utah's *The Salt Lake Tribune* on September 21, 2015, in *USA Today* on September 21, 2015, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, and Biddingo:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of # 110415 JANITORIAL SUPPLIES AND RELATED CUSTODIAL PRODUCTS. Details of this RFP are available beginning SEPTEMBER 21, 2015. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until NOVEMBER 4, 2015 at 4:30 p.m. Central Time at the above address and opened NOVEMBER 5, 2015 at 8:00 a.m. Central Time.

RFPs were requested from and distributed to:

County of Stearns, MN	
Staples Contract and Commercial, Inc. operating as Staples Facility Solutions	
3M	AFP Industries, Inc.
All American Poly Corp.	Apex Sanitation Products Ltd.
Bird Stairs	Black Hills Chemical & Janitorial
Brame Specialty	Bunzl Canada, Inc.
Cardinal Health Canada	Cole Papers
Construction Journal	Dacotah Paper Company
Deb	Dyna Pak Corp.
Ecolab	Education Intelligence, Inc.
ePoly Star, Inc.	Frontier Industrial Supply, Co.
Global Industrial	Global Material Technologies, Inc.
Global Supply USA	Glorin Imex Canada, Ltd.
Heartland Paper	M.A.N.S. Distributors, Inc.
NativeVet Material	Northland Chemical
Office Basics	One 4 All Cleaning, LLC
P & G Professional	Prime Vendor, Inc.
Progressive Sanitation	RBM Building Services, Inc.
Royal Imaging Solutions	Sani-Sol, Inc.

SMA Solutions

Tanshaw

Standard Sanitation Systems, Inc, dba Triple S

Tronex International, Inc.

Unipak Corp.

State Industrial Products

Trans Canada

Vertiv

Woodwyant (Sani Marc)

Proposals were opened on November 5, 2015 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Proposals were received from the following:

Standard Sanitation Systems, Inc. dba Triple S

Staples Contract & Commercial, Inc., operating as Staples Facility Solutions

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, CPPB, NJPA Senior Contract Procurement Analyst

Gregg Meierhofer, CPPO, NJPA Senior Contract Products and Price Analyst

Keith Hanson, CPA, NJPA Accounting Manager

Jonathan Yahn, JD, NJPA Contracts and Compliance Manager

Kim Austin, NJPA Contract Procurement Analyst

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

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Staples Contract & Commercial, Inc., operating as Staples Facility Solutions, offered approximately 3,000 SKUs in its core list, in addition to a significant number of additional items in its non-core price list. Staples offers a low \$35.00 minimum order, volume rebates, and a large sales and service force across the United States. In addition, Staples supports various fulfillment platforms and employs numerous innovative green initiatives.

For these reasons the NJPA Proposal Review Committee recommends award of NJPA Contract #110415 to Staples Contract & Commercial, Inc. operating as Staples Facility Solutions 110415-SCC

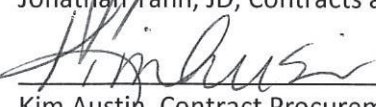
The preceding recommendations were approved at the November 17, 2015 Board meeting.


Ginger Line, CPPB, Senior Contract Procurement Analyst


Gregg Meierhofer, CPPO, Senior Contract Product & Price Analyst


Keith Hanson, CPA, NJPA Accounting Manager


Jonathan Yahn, JD, Contracts and Compliance Manager


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