



Solicitation Number: RFP #032620

CONTRACT

This Contract is between **Sourcewell**, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and **W.W. Grainger, Inc.**, 100 Grainger Parkway, Lake Forest, IL 60045 (Vendor).

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to its members. Participation is open to all levels of governmental entity, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada.

Vendor desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and its Members (Members).

1. TERM OF CONTRACT

- A. EFFECTIVE DATE. This Contract is effective upon the date of the final signature below.
- B. EXPIRATION DATE AND EXTENSION. This Contract expires May 7, 2024, unless it is cancelled sooner pursuant to Article 24. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.
- C. SURVIVAL OF TERMS. Articles 11 through 16 survive the expiration or cancellation of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Vendor will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new/current model. Vendor may offer close-out or refurbished Equipment or Products if they are clearly indicated in Vendor's product and pricing list. Unless agreed to by the Member in advance, Equipment or Products must be delivered as operational to the Member's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Vendor warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Vendor warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Vendor's dealers and distributors must agree to assist the Member in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that is effective past the expiration of the Vendor's warranty will be passed on to the Member.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced as stated in Vendor's Proposal.

Regardless of the payment method chosen by the Member, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Member at the time of purchase.

When providing pricing quotes to Members, all pricing quoted must reflect a Member's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Member's requested delivery location.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Vendor must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Members. Members reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery.

Vendor must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Vendor in breach of this Contract if the Vendor intentionally delivers substandard or inferior Equipment or Products. In the event of the delivery of nonconforming Equipment and Products, the Member will notify the Vendor as soon as possible and the Vendor will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Member.

B. SALES TAX. Each Member is responsible for supplying the Vendor with valid tax-exemption certification(s). When ordering, Members must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Vendor may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Vendor determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Members.

4. PRODUCT AND PRICING CHANGE REQUESTS

Vendor may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Contract Administrator. This form is available from the assigned Sourcewell Contract Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number
- Clearly specify the requested change
- Provide sufficient detail to justify the requested change
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change)
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Request Form will become an amendment to this Contract and be incorporated by reference.

5. MEMBERSHIP, CONTRACT ACCESS, AND MEMBER REQUIREMENTS

A. MEMBERSHIP. Membership in Sourcewell is open to public and nonprofit entities across the United States and Canada; such as municipal, state/province, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Members that can legally access the Equipment, Products, or Services under this Contract. A Member's authority to access this

Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Vendor understands that a Member's use of this Contract is at the Member's sole convenience and Members reserve the right to obtain like Equipment, Products, or Services from any other source.

Vendor is responsible for familiarizing its sales and service forces with Sourcewell membership requirements and documentation and will encourage potential members to join Sourcewell. Sourcewell reserves the right to add and remove Members to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Vendor's employees may be required to perform work at government-owned facilities, including schools. Vendor's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Member policies and procedures, and all applicable laws.

6. MEMBER ORDERING AND PURCHASE ORDERS

A. PURCHASE ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, Member must clearly indicate to Vendor that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Vendor. Typically a Member will issue a purchase order directly to Vendor. Members may use their own forms for purchase orders, but it should clearly note the applicable Sourcewell contract number. Members will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Member.

B. ADDITIONAL TERMS AND CONDITIONS. Additional terms and conditions to a purchase order may be negotiated between a Member and Vendor, such as job or industry-specific requirements, legal requirements (such as affirmative action or immigration status requirements), or specific local policy requirements. Any negotiated additional terms and conditions must never be less favorable to the Member than what is contained in Vendor's Proposal.

C. PERFORMANCE BOND. If requested by a Member, Vendor will provide a performance bond that meets the requirements set forth in the Member's purchase order.

D. SPECIALIZED SERVICE REQUIREMENTS. In the event that the Member requires service or specialized performance requirements (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements) not addressed in this Contract, the Member and the Vendor may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

E. **TERMINATION OF PURCHASE ORDERS.** Members may terminate a purchase order, in whole or in part, immediately upon notice to Vendor in the event of any of the following events:

1. The Member fails to receive funding or appropriation from its governing body at levels sufficient to pay for the goods to be purchased;
2. Federal or state laws or regulations prohibit the purchase or change the Member's requirements; or
3. Vendor commits any material breach of this Contract or the additional terms agreed to between the Vendor and a Member.

F. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Member's purchase order will be determined by the Member making the purchase.

7. CUSTOMER SERVICE

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Vendor will assign an Account Representative to Sourcwell for this Contract and must provide prompt notice to Sourcwell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcwell and Member inquiries; and
- Business reviews to Sourcwell and Members, if applicable.

B. **BUSINESS REVIEWS.** Vendor must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to members, pricing and contract terms, administrative fees, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. **CONTRACT SALES ACTIVITY REPORT.** Each calendar quarter, Vendor must provide a contract sales activity report (Report) to the Sourcwell Contract Administrator assigned to this Contract. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Vendor must submit a report indicating no sales were made).

The Report must contain the following fields:

- Customer Name (e.g., City of Staples Highway Department);
- Customer Physical Street Address;
- Customer City;
- Customer State;
- Customer Zip Code;

- Customer Contact Name;
- Customer Contact Email Address;
- Customer Contact Telephone Number;
- Sourcwell Assigned Entity/Member Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Vendor.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Vendor will pay an administrative fee to Sourcwell on all Equipment, Products, and Services provided to Members, exclusive of the price of returned product, credits issued by Vendor to Member, and tax and/or special freight handling charges paid by Member. The Vendor will submit a check payable to Sourcwell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Members under this Contract during each calendar quarter. Payments should note the Sourcwell-assigned contract number in the memo and must be mailed to the address above "Attn: Accounts Receivable." Payments must be received no later than forty-five (45) calendar days after the end of each calendar quarter.

Vendor agrees to cooperate with Sourcwell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Vendor is delinquent in any undisputed administrative fees, Sourcwell reserves the right to cancel this Contract and reject any proposal submitted by the Vendor in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than thirty (30) days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcwell's Authorized Representative is its Chief Procurement Officer.

Vendor's Authorized Representative is the person named in the Vendor's Proposal. If Vendor's Authorized Representative changes at any time during this Contract, Vendor must promptly notify Sourcwell in writing.

10. ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. ASSIGNMENT. Neither the Vendor nor Sourcwell may assign or transfer any rights or obligations under this Contract without the prior consent of the parties and a fully executed assignment agreement. Such consent will not be unreasonably withheld.

B. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been fully executed by the parties.

C. **WAIVER.** If either party fails to enforce any provision of this Contract, that failure does not waive the provision or the right to enforce it.

D. **CONTRACT COMPLETE.** This Contract contains all negotiations and agreements between Sourcewell and Vendor. No other understanding regarding this Contract, whether written or oral, may be used to bind either party.

E. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, master-servant, principal-agent, or any other relationship.

11. LIABILITY

Vendor must indemnify, save, and hold Sourcewell and its Members, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees, arising out of the performance of this Contract by the Vendor or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications.

12. AUDITS

Sourcewell reserves the right to review the books, records, documents, and accounting procedures and practices of the Vendor relevant to this Contract for a minimum of three (3) years from the end of this Contract. This clause extends to Members as it relates to business conducted by that Member under this Contract.

13. GOVERNMENT DATA PRACTICES

Vendor and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Vendor under this Contract.

If the Vendor receives a request to release the data referred to in this article, the Vendor must immediately notify Sourcewell and Sourcewell will assist with how the Vendor should respond to the request.

14. INTELLECTUAL PROPERTY

As applicable, Vendor agrees to indemnify and hold harmless Sourcewell and its Members against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Members by any person on account of the use of any Equipment or Products by Sourcewell or its Members supplied by Vendor in violation of applicable patent or copyright laws.

15. PUBLICITY, MARKETING, AND ENDORSEMENT

A. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Vendor individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

B. **MARKETING.** Any direct advertising, marketing, or offers with Members must be approved by Sourcewell. Materials should be sent to the Sourcewell Contract Administrator assigned to this Contract.

C. **ENDORSEMENT.** The Vendor must not claim that Sourcewell endorses its Equipment, Products, or Services.

16. GOVERNING LAW, JURISDICTION, AND VENUE

Minnesota law governs this Contract. Venue for all legal proceedings out of this Contract, or its breach, must be in the appropriate state court in Todd County or federal court in Fergus Falls, Minnesota.

17. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

18. SEVERABILITY

If any provision of this Contract is found to be illegal, unenforceable, or void then both Sourcewell and Vendor will be relieved of all obligations arising under such provisions. If the remainder of this Contract is capable of performance, it will not be affected by such declaration or finding and must be fully performed.

19. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Vendor will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Vendor may escalate the resolution of the issue to a higher level of management. The Vendor will have thirty (30) calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Vendor must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Vendor fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, any additional costs incurred by Sourcewell and/or its Members as a result of such failure to proceed will be borne by the Vendor.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Member order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

Written notice of default and a reasonable opportunity to cure must be issued by the party claiming default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

20. INSURANCE

A. REQUIREMENTS. At its own expense, Vendor must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*
Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

- \$500,000 each accident for bodily injury by accident
- \$500,000 policy limit for bodily injury by disease
- \$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Vendor will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition). At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

- \$1,000,000 each occurrence Bodily Injury and Property Damage
- \$1,000,000 Personal and Advertising Injury
- \$2,000,000 aggregate for Products-Completed operations
- \$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Vendor will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer).

Minimum Limits:

- \$1,000,000 each accident, combined single limit

4. *Umbrella Insurance.* During the term of this Contract, Vendor will maintain umbrella coverage over Workers' Compensation, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

- \$2,000,000

5. *Network Security and Privacy Liability Insurance.* During the term of this Contract, Vendor will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Vendor's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

- \$2,000,000 per occurrence
- \$2,000,000 annual aggregate

Failure of Vendor to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. **CERTIFICATES OF INSURANCE.** Prior to commencing under this Contract, Vendor must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Contract Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. All policies must include there will be no cancellation, suspension, non-renewal, or reduction of coverage without thirty (30) days' prior written notice to the Vendor.

Upon request, Vendor must provide to Sourcewell copies of applicable policies and endorsements, within ten (10) days of a request. Failure to request certificates of insurance by Sourcewell, or failure of Vendor to provide certificates of insurance, in no way limits or relieves Vendor of its duties and responsibilities in this Contract.

C. **ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE.** Vendor agrees to name Sourcewell and its Members, including their officers, agents, and employees, as an additional insured under the Vendor's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Vendor, and products and completed operations of Vendor. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Vendor waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Vendor or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Vendor or its subcontractors. Where permitted by law, Vendor must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies).

F. **SELF-INSURED RETENTIONS.** Any self-insured retention in excess of \$10,000 is subject to Sourcewell's approval.

21. COMPLIANCE

A. LAWS AND REGULATIONS. All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. LICENSES. Vendor must maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of the business that the Vendor conducts with Sourcewell and Members.

22. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Vendor certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Vendor declares bankruptcy, Vendor must immediately notify Sourcewell in writing.

Vendor certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Member. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Vendor further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

23. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Members that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Members may also require additional requirements based on specific funding specifications. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Member accesses Vendor’s Equipment, Products, or Services with United States federal funds.

A. EQUAL EMPLOYMENT OPPORTUNITY. Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal

Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Vendor must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. § 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or

subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Vendor certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Vendors must file any required certifications. Vendors must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Vendors must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Vendors must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Vendor must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Vendor further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of three (3) years

after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Vendor must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, and subject to Member's prior notice to Vendor that a purchase requires Buy American Act compliance, Vendor must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Vendor agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Vendor that are directly pertinent to Vendor's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Vendor's personnel for the purpose of interview and discussion relating to such documents.

L. **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

24. CANCELLATION

Sourcwell or Vendor may cancel this Contract at any time, with or without cause, upon sixty (60) days' written notice to the other party. However, Sourcwell may cancel this Contract immediately upon discovery of a material defect in any certification made in Vendor's Proposal. Termination of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to termination.

Sourcewell

DocuSigned by:
By: Jeremy Schwartz
C0FD2A139D06489...
Jeremy Schwartz

Title: Director of Operations & Procurement/CPO

Date: 5/5/2020 | 5:04 PM CDT

W.W. Grainger, Inc.

DocuSigned by:
By: Andy Darpino
7401C1D924BA457...
Andy Darpino

Title: Sr. Government Sales Manager

Date: 5/19/2020 | 12:05 PM PDT

Approved:

DocuSigned by:
By: Chad Coquette
7E42B8F817A64CC...
Chad Coquette

Title: Executive Director/CEO

Date: 5/19/2020 | 2:29 PM CDT

RFP 032620 - Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment

Vendor Details

Company Name: W W Grainger, Inc.
Does your company conduct business under any other name? If yes, please state: Acklands - Grainger, Inc.
Address: 100 Grainger Parkway
Lake Forest, IL 60045
Contact: Andrew Darpino
Email: andy.darpino@grainger.com
Phone: 646-773-8164
HST#: 36-1150280

Submission Details

Created On: Thursday January 23, 2020 14:58:37
Submitted On: Wednesday March 25, 2020 12:51:41
Submitted By: Andrew Darpino
Email: andy.darpino@grainger.com
Transaction #: 8f1f4440-dd06-49c6-ab15-362188e4100e
Submitter's IP Address: 167.115.15.8

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Please do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; mark "NA" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *
1	Proposer Legal Name (and applicable d/b/a, if any):	W.W. Grainger, Inc Grainger North America
2	Proposer Address:	100 Grainger Parkway, Lake Forest, IL 60045
3	Proposer website address:	www.grainger.com www.grainger.ca
4	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Andy Darpino Sr. Government Sales Manager Grainger 212 Industrial Way West, Eatontown, NJ 07724 Andy.Darpino@grainger.com 646-773-8164
5	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Andy Darpino Sr. Government Sales Manager Grainger 212 Industrial Way West, Eatontown, NJ 07724 Andy.Darpino@grainger.com 646-773-8164
6	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Michael Gerstel GPO Sales Manager Grainger Canada 123 Commerce Valley Drive E., Suite 700, Thornhill, ON L3T7W8 Michael.Gerstel@grainger.ca 514-817-4881

Table 2: Company Information and Financial Strength

Line Item	Question	Response *
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7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>For over 92 years, Grainger has remained committed to helping professionals keep their operations running and their people safe by staying ahead of customer needs. As North America's leading broad line maintenance, repair and operating (MRO) products distributor, with operations also in Europe, Asia and Latin America, Grainger has built an advantaged supply chain network to support its multi-channel offering which includes branches, eCommerce channels and comprehensive inventory management capabilities. With customers as a central focus and a continued commitment to innovation, Grainger is well-positioned for the long term. Grainger will uphold its legacy of making responsible decisions for its customers, team members, shareholders and the communities it serves now and in the future.</p> <p>W.W. Grainger, Inc., founded in 1927 was incorporated in the State of Illinois in 1928. Grainger is a publicly held Fortune 500 company with shares traded on the New York Stock Exchange (NYSE). With 2018 sales of over \$11.2 billion, Grainger is the leading North American provider of maintenance, repair and operating (MRO) supplies. Grainger's capabilities include:</p> <ul style="list-style-type: none"> • A strategic US distribution network of 250 branches and 14 distribution centers supporting Sourcewell Members. • An extensive product line, now more than 1.7 million products and over \$1.3 billion of on-hand inventory that meets agency's requirements. • 97% of customers receive next day product delivery; 99.6% of in-stock orders are shipped within 24 hours. • Proven experience in negotiating and implementing multi-state, complex, nationwide contracts. <p>Grainger Canada, Inc., a wholly-owned subsidiary of W.W. Grainger, Inc.</p> <ul style="list-style-type: none"> • Canada's largest distributor of MRO products. • Offering more than 476,000 million products across 32 product categories in our industry leading catalog. • 31 strategically located branches and 4 distribution centers coast to coast, provide the capability of servicing all members with consistent service and high levels of product availability. • Proven experience negotiating and implementing complex contracts. <p>Grainger's and Grainger Canada's (Grainger North America) investment in exceptional service, value-added programs, eProcurement solutions, KeepStock® inventory management solutions and physical presence has enabled hundreds of governmental agencies and thousands of end-users to benefit from the Sourcewell contract. We are proud to work with Sourcewell to provide a contract of scope and scale at a competitive overall value.</p> <p>Through the relationships Grainger North America has developed over the years with Sourcewell and its Members, Grainger North America has demonstrated its value by providing unparalleled service and cost saving solutions for facilities maintenance products, including Firefighting Personal Protective Equipment, Apparel and Accessories with Related Cleaning and Maintenance Equipment items. Grainger North America is dedicated to understanding each Member's specific needs, and working with our manufacturers and suppliers to assist each Member with achieving its goals. Grainger North America has been selling facilities maintenance supplies and disaster response products to Public Safety customers for decades. Based on customer demand, Grainger North America has rapidly expanded its product offering over the past ten years to include thousands of new items that exclusively support the requested gear and equipment needs of fire service agencies and departments. This comprehensive product and services portfolio helps Sourcewell Public Safety Members save both time and money.</p> <p>Grainger North America has also formed strategic relationships with key suppliers in the Firefighting Personal Protective Equipment, Apparel and Accessories with Related Cleaning and Maintenance Equipment market such as 5.11 Tactical, 3M, Blackhawk, MSA, Fire Dex, Dupont, Honeywell, Avon, Scott Safety, Tru-Spec, Bullard and Petzl. North America's strong relationship with our suppliers enables local Government Account Managers to work with supplier representatives to bring relevant solutions to individual Sourcewell Members.</p>
8	Provide a detailed description of the products and services that you are offering in your proposal.	<p>Grainger North America is much more than a supplier offering a wide breadth of products and an extremely efficient distribution system. Through the relationships Grainger North America has developed over the years with Sourcewell and its Members, Grainger North America has demonstrated its value by providing unparalleled service and cost saving solutions for facilities maintenance products, including Firefighting Personal Protective Equipment, Apparel and Accessories with Related Cleaning and Maintenance Equipment items. Grainger North America is dedicated to understanding each Member's specific needs, and working with our manufacturers and suppliers to assist each Member with achieving its goals. Grainger North America has been selling facilities maintenance supplies and disaster response products to Public Safety customers for decades. Based on customer demand, Grainger North America has rapidly expanded its product offering over the past ten years to support the requested gear and equipment needs of fire service agencies and departments. This comprehensive product and services portfolio helps Sourcewell Public Safety Members save both time and money.</p> <p>Grainger North America has also formed strategic relationships with key suppliers in the Firefighting Personal Protective Equipment, Apparel and Accessories with Related</p>

Cleaning and Maintenance Equipment market such as 5.11 Tactical, 3M, Blackhawk, MSA, Fire Dex, Dupont, Honeywell, Avon, Scott Safety, Tru-Spec, Bullard and Petzl. North America 's strong relationship with our suppliers enables local Government Account Managers to work with supplier representatives to bring relevant solutions to individual Sourcewell Members.

At the time of submittal, Grainger North America's offer covers over 50,000 items the following product categories/sub-categories:

FIRE FIGHTING CLOTHING AND ACCESSORIES including:

Wildland Fire Fighting Pants
 Jumpsuits
 Turnout Gear Dryer Accessories
 Turnout Gear Storage Rack Accessories
 Wildland Fire Fighting Jackets and Coats
 Turnout and Extrication Pants
 Turnout Gear Storage Racks
 Turnout and Extrication Coveralls
 Fire Hoods
 Wildland Gear Belts
 Ladder Escape Belts
 Turnout Gear Dryers
 Turnout and Extrication Jackets and Coats

RESPIRATORY PROTECTION including:

Supplied Air Compressors and Ambient Air Pumps
 Supplied Air Respirators
 Respiratory Cleaning Kits and Wipes
 Full Face Respirators
 Fit Testing
 Cartridges And Filters
 Escape Hoods and Respirators
 Half Mask Respirators
 Procedural Masks
 Supplied Air Pump Packages
 Breathing Air Cylinder Carts
 Disposable Respirators and Dust Masks
 SCBA and Breathing Air Cylinders
 PAPR and Supplied Air Hoods and Helmets
 Respirator Accessories
 SCBA Accessories
 Emergency Escape Breathing Apparatus
 Industrial SCBA
 Fire Fighting SCBA
 Supplied Air Accessories
 Gas Mask Canisters
 SCBA Backframe Assemblies
 Respiratory Equipment Storage
 PAPR Accessories
 PAPR
 Gas Masks

WORKWEAR including:

Sweatshirts
 Work Shorts
 Headbands, Sweatbands and Cooling Headwear
 Public Safety Vests
 Protective Sleeves
 Work Coveralls
 Work Vests
 Thermal Underwear
 High Visibility Jackets and Coats
 Suspenders
 Bib Overalls
 Chain Saw and Protective Chaps
 Cooling Vest Inserts
 High Visibility Shirts and Sweatshirts
 Warm Weather Headwear and Liners
 Cooling Pants
 High Visibility Pants
 Belts
 Cold Weather Headwear and Liners
 Foot and Hand Warmers
 T-Shirts
 Work Shirts
 Heated Outerwear
 Hats
 Jackets and Coats

Cooling Vests and Jackets
Work Pants

DISPOSABLE AND CHEMICAL RESISTANT CLOTHING including:

Disposable Barrier Gowns
Chemical Resistant and Disposable Sleeves
Disposable Shirts
Chemical Resistant and Disposable Clothing Accessories
Shoe and Boot Covers
Disposable Pants
Chemical Resistant and Disposable Coveralls
Chemical Resistant and Disposable Aprons
Chemical Resistant and Disposable Hoods
Encapsulated Chemical Suits

FOOTWEAR AND FOOTWEAR ACCESSORIES including:

Overboots and Overshoes
Hip Boots and Waders
Boot Dryers
Rubber Boots
Fire and Rescue Boots
Work Boots and Shoes
Chest Waders
Chest Wader Suspenders and Belts
Foot and Leg Guards
Anti-Fatigue Soles
Footwear Accessories
Boot Liners
Socks

FLAME RESISTANT AND ARC FLASH CLOTHING including:

Flame-Retardant Treated Cotton Jackets and Coats
Flame Resistant and Arc Flash Coveralls
Arc Flash Clothing Accessories
Flame-Retardant Treated Cotton Pants and Overalls
Flame Resistant and Arc Flash Jackets and Coats
Flame Resistant and Arc Flash Shirts
Flame-Retardant Treated Cotton Coveralls
Aluminized Pants
Flame-Retardant Treated Cotton Aprons
Flame Resistant and Arc Flash Pants and Overalls
Arc Flash Clothing Kits
Flame-Retardant Treated Cotton Hats
Flame-Retardant Treated Cotton Sleeves

GLOVES AND HAND PROTECTION including

Extrication and Rescue Gloves
Chemical Resistant Gloves
Firefighter Gloves
Flame Retardant Gloves
Heat Resistant Gloves
Arc Flash Gloves

EYE PROTECTION AND ACCESSORIES including:

Protective Eyewear Accessories
Protective Goggles
Safety Glasses

FACE PROTECTION including:

Faceshield Replacement Visors
Faceshield Accessories
Faceshield Headgear
Faceshield Assemblies

HEAD PROTECTION including:

Fire and Rescue Helmets
Hard Hat Face Shields
Hard Hats

HEARING PROTECTION including:

Ear Muffs
Hearing Protection Accessories
Ear Plugs

RAINWEAR including:

Flame Resistant and Arc Flash Rain Jackets and Coats

Flame Resistant and Arc Flash Rain Pants and Overalls
 Rain Pants and Overalls
 Rain Ponchos
 Flame Resistant Rain Suits
 Rain Suits

WATER SAFETY including:
 Life Jackets and PFDs
 Immersion Survival and Rescue Suits

LAB SUPPLIES including:
 Ultrasonic Cleaners
 Drying Cabinets

APPLIANCES including:
 Washers
 Dryers

CLEANING including:
 Extractors

SECURITY MANAGEMENT including:
 Body Armor
 Body Armor Accessories
 Riot Gear
 Bomb Suits
 Uniform Patches, Badges, Emblems

In addition, Grainger North America's offer covers the following
 SERVICES/SOLUTIONS/RESOURCES: Inventory Management, Managed Footwear,
 Online Safety Manager, Prescription Eyewear, Emergency Response Support, Public
 Safety Program Managers, Safety In-Field Specialists, Grainger Consulting, Technical
 Support and Product Training/Assessments:

INVENTORY MANAGEMENT:

A critical facet of distribution and delivery is anticipating and understanding Member needs. Inventory Management is a unique delivery solution moving high usage items close to point of use and maintaining critical product availability. Through its KeepStock® Program, Grainger North America provides multiple inventory management solutions reducing Member's total cost of inventory ownership. Effective inventory management reduces on-hand inventory, improves purchasing efficiencies, and ensures availability of critical product all while providing secure and efficient access.

Grainger North America's KeepStock portfolio of inventory management solutions help Members manage their inventory and reduce costs. Beyond industry-standard vending machines, Grainger North America's portfolio provides both customer-managed (CMI) and Grainger vendor-managed (VMI) inventory options, including vending. Solutions range from simple to complex serving Member needs and can be combined within their facility to provide a custom service. KeepStock® can be integrated with Member purchasing systems or connected with Grainger.com. or Acklands-Grainger.ca. KeepStock® Capabilities: Grainger's KeepStock Inventory Management Solutions can specifically target facilitate streamlined order processes, replenishment, inventory management, and inventory reporting and accountability.

Grainger's unique capabilities that will contribute to cost savings for Sourcwell Members include:

- ePro/electronic data interchange (EDI) integration
- Workflow order-approval designations
- Vending dispense limits by item group or employee
- Inventory management software capability within managed MRO
- Consigned inventory within Vending, Onsite, and Managed (Guidelines apply.)
- KeepStock Trailer for temporary projects or short-term, high-product-volume requirements

Inventory management is not a "one size fits all" solution. Grainger take a customer-centric approach to align solutions with Sourcwell Members' needs. Grainger will work with Sourcwell Members to identify inventory challenges, determine where and how inventory is used, and develop a solution. Managing inventory effectively is core to Grainger's operations.

◀KeepStock® Digital/CMI

The KeepStock Digital/CMI customer managed inventory solution leverages mobile and desktop technology to give customers complete control of their Grainger inventory. Grainger offers this program for no additional charge to any customer interested in self-managing inventory.

The Digital/CMI web-based tool can manage inventory to support Sourcwell Members' specific operations across locations. This easy-to-use and powerful software solution offers visibility, flexibility, and control while managing product. And,

after Grainger's team installs and trains Sourcewell Members' staff, you get to control the rest.

Key features of Grainger's Digital/CMI solution:

- Easily find, buy, and manage Grainger products.
- Scan barcodes and send orders from the Grainger app.
- Adjust min/max and reorder points to ensure Sourcewell Members have what they need.
- Check and adjust as necessary.
- Manage users, approvals, and controls to track spend.
- Easily add, edit, and replace items.
- Access order history and purchase information to make informed inventory decisions.

◀KeepStock® Replenish

Replenish is a vendor-managed inventory (VMI) solution that helps order and stock commonly used items, plus special-order project materials. An onsite inventory-management resource will help manage and analyze Sourcewell Members' inventory needs. The onsite resource ensures that Grainger products are on the shelves at the approved inventory levels and will help with the materials Sourcewell Members just needs occasionally.

Key features of Grainger's Replenish solution:

- Streamline Grainger-supplied inventory management through item identification and barcode labeling.
- Manage inventory levels to the established minimum/maximum stocking levels.
- Cross-reference Grainger items from Sourcewell Members' approved purchase requisitions and orders.
- Scan managed items, and place spot-buy orders as needed.
- Document standard operating procedures at Sourcewell Members' locations to provide direction and continuity of service.
- Comply with the facility's safety and inspection requirements.
- Understand Sourcewell Members' inventory needs and provide inventory insight and the ability to view slow/dead moving product.
- Leverage Grainger's inventory management expertise.

◀KeepStock® Vending is an industrial dispensing solution that Sourcewell Members can manage or that Grainger can help manage. Grainger's vending solution uses secure machines to control supply usage and is the best answer when Sourcewell Members need 24/7 access to products at point of use. This is an ideal solution for controlled access to consumable inventory and to durable items that can be used and returned. This valuable option helps encourage correct item usage and reduces overuse or shrinkage.

There are no delivery, installation, maintenance, rental, or usage fees for the Grainger equipment unless noted in the schedule. Sourcewell Members must maintain a minimum annual purchase level of Grainger's goods through each piece of equipment (net of freight, taxes, credits, and returns) of the amount indicated on the schedule for each type of equipment.

Grainger will provide complete project management of the dispensing machines implementation — including planning, transportation, installation, onsite training, and replenishment services. Sourcewell Members just needs to provide the necessary electrical and internet connections beyond Grainger's cellular option.

To better serve Sourcewell Members' dispensing needs, Grainger has a variety of standard offer machine types, security level capability, and check in/out features. Additional machine types and configurations are available if needed.

Key features of Grainger's Vending solution:

- Security: Products are secured in a locked cabinet to help control product usage and theft.
- 24/7 Access: Easy unattended and secure access to consumable and durable items.
- Flexible Placement: Located at point of use, Sourcewell Members' employees will spend more time on the job and less time in the storeroom.
- Automated Reordering: Greatly reduce carrying costs by decreasing on-hand inventory, eliminating stock-outs, and lowering purchase-order processing costs.
- Detailed Reporting: Includes department, job, and employee data. Sourcewell Members will know which items are coming in and going out — to easily track inventory value and measure purchasing accuracy.
- Vending Program Management: Grainger owns and is responsible for vending machine repair and maintenance.
- Vending Replenishment Flexibility: Sourcewell Members can design replenishment for controlled or union environments.

◀KeepStock® OnsiteSM is a VMI solution for larger, more complex customers who can consolidate spend with Grainger. This highly impactful solution creates documented value by offering dedicated space and a Grainger specialist with the inventory expertise to support Grainger-supplied inventory. Grainger's knowledgeable inventory management resource will work at Sourcewell Members' site to develop a

deep understanding of inventory needs and will replenish and reissue Grainger product. Grainger's team will support Sourcewell Members' inventory management program and provide valuable insights and recommendations to increase the overall effectiveness of indirect spend.

Key features of Grainger's Onsite solution:

- Streamline Grainger-supplied inventory management through item identification and barcode labeling.
- Manage inventory levels to the established minimum/maximum stocking levels.
- Issue product to member staff to improve productivity and maintain compliance.
- Organize inventory and restock products in proper location.
- Scan managed items and place spot-buy orders as needed.
- Source hard-to-find products.
- Desktop delivery.
- Document standard operating procedures at Sourcewell Members' locations to provide direction and continuity of service.
- Comply with the facility's safety and inspection requirements.
- Understand Sourcewell Members' inventory needs and provide inventory insight and the ability to view slow/dead moving inventory.
- Leverage Grainger's inventory management expertise.

◀KeepStock® Managed

This fee-based solution places Grainger's inventory specialists at Sourcewell Members' facility to manage all indirect material requirements for Grainger and non-Grainger product. Grainger can provide this service within Sourcewell Members' existing inventory management system or provide the hardware and software to manage all inventory. Sourcewell Members maintains full control of all procurement and purchasing decisions. The focus is on MRO material management and finding ways to reduce product expense, better leverage inventory investment, and increase productivity. It puts indirect inventory to work — to help Sourcewell Members' storerooms achieve maximum efficiency — saving time and money. Fees may be offset through consolidation/volume incentive rebates.

Key features of Grainger's Managed solution:

- Highly trained Grainger resources skilled in inventory management best practices, plus onsite support
- 90+ job tasks across 6 categories: Source, procure, stock, consume, analyze, and adjust
- 24/7 coverage
- Storeroom design and layout, process mapping, and material management systems available
- Standard operating procedures at Sourcewell Members' locations to provide direction and continuity of service
- Data and process standardization for improved compliance and visibility
- Customized and documented key performance indicators (KPIs)

KeepStock Enabled Capabilities

The following enabled capabilities are available for all Grainger KeepStock solutions except the Digital/CMI customer managed inventory option.

- eProcurement: This capability integrates KeepStock ordering with Sourcewell Members' procurement system or marketplace to create an efficient connection and automated processes.
- Trailers: This capability provides temporary storage for Grainger products when special projects, plant turnarounds, or other planned events create an increase in demand.
- Consignment: This capability sets up consigned inventory that delays invoicing of qualified Grainger products. To free up additional working capital, the products are stored in a secure location at Sourcewell Members' facility until time of use.

Inventory Management Implementation:

Each onsite inventory management solution (Digital/CMI, Vending, Replenish, Onsite, Managed, and Integrated) is managed through a local or centralized implementation team. Grainger builds the implementation plan with Sourcewell Members' team and typically includes key milestones, timetables, transition activities, and change management considerations. After Sourcewell Members sign off on the completed implementation, the local service team will take over the day-to-day operations.

Eligibility Considerations:

Eligibility for Grainger's KeepStock® solutions is subject to qualifying criteria and might require Grainger's Consulting Services group to conduct an assessment at Sourcewell Members' site. As a condition of KeepStock® Onsite implementation, we would need to agree on the hours of weekly use of Grainger's personnel. Sourcewell Members will need to accept licensing terms for software-based solutions, and a written service agreement is required for KeepStock® Secure.

Additional KeepStock® Services:

Storeroom Layout: Storeroom Layout is a comprehensive offering to help companies maximize the available space for stocking indirect materials inventory. Over time, a

maintenance storeroom becomes cluttered, inefficient and home to many obsolete and unidentifiable parts. By optimizing the design of the storeroom or tool crib, there is an opportunity to repurpose valuable floor space, make products easier to find and improve the flow of materials in and out. We collaborate with you on interactive 3-D designs before ever physically moving a single fixture.

Data Quality: Our Data Quality services encapsulate the creation or cleansing of a foundational data set of your parts inventory that is consistent, attribute rich and free of duplication. For organizations that lack quality data for their parts inventory, they unnecessarily put their operation a risk. The goal is to help improve the data integrity and management of inventory in order to achieve higher levels of productivity, increased up-time and improved spare parts maintenance.

MANAGED FOOTWEAR PROGRAM:

Grainger's Managed Footwear Program allows employees to order shoes through four different methods:

1. Online Safety Footwear Program: Administer footwear programs and purchase online with our easy to use web interface programs

2. Shoe-mobile: Grainger US Shoe-mobiles drive to your facility to service employee footwear needs, display over 100 footwear styles and stock 2,000 pairs to allow your employees to receive shoes during a visit.

3. Grainger Footwear Centers: Select Grainger branch locations across the US stock the latest footwear comfort technologies.

4. Grainger Footwear Centers: Select Grainger branch locations across the US stock the latest footwear comfort technologies.

Benefit Management System (BMS): Grainger's BMS tracks Member purchases to provide customized reporting and tracking for Members engaged in a company/entity footwear program, including reporting and invoicing to meet the unique needs of each Member.

ONLINE SAFETY MANAGER:

The Grainger Online Safety Manager system makes it easier than ever to manage critical workplace safety programs from your location. This online solution gives Members instant access to a set of comprehensive safety management tools and resources.

- Save time, money and create a safer workplace!
- Reduce injuries, accidents and exposure to fines
- Manage risk, compliance, documents and SDSs from your PC
- Ensure regulatory compliance and drive standardization
- Support your transition to GHS (Globally Harmonized System)
- Track training and results, customize curriculum
- Access to Specialized Training for OSHA, NEPA, HAZWOPER and DOT
- Management of incident and Inspections, schedule safety checks, audits and track root cause analysis
- Instant Access to Safety Data Sheets, GHS label printing
- Occupational Health instantaneous interpretation of PFT results, questionnaire for employee clearance for respirators

PRESCRIPTION EYEWEAR SOLUTION:

Hoya's SRx Made Easy provides a simple process for US Members to purchase prescription safety eyewear through a national network of independent eye care professionals.

EMERGENCY RESPONSE SUPPORT:

A critical element of Grainger North America's distribution capability is assisting emergency response for the small and large incident. Expeditious and quality response in real time entails internal planning and preparation. In an emergency, Grainger North America's Crisis Management Team first assesses the condition of Grainger branches and facilities to make sure they are available to distribute product. Frequently a pre-determined product list, coordinated with local emergency response agencies, is used to move supplies to the affected area. If additional products are required, Grainger North America moves products to the area from its 280-branch network and 17 regional Distribution Centers or directly from product suppliers. A critical element in Grainger North America's expeditious response is its breadth of inventory, relationship with suppliers, capability to determine where inventory is located, and its transportation proficiency, personnel with expertise and experience and long-term relationships with state, local and federal agencies. In severe emergency situations, Grainger works with First Responders to make sure they have priority access whether from Grainger or the product manufacturers. The Crisis Management Team and Grainger on-scene leadership works with emergency management agencies and others to ensure appropriate and fair distribution.

PUBLIC SAFETY PROGRAM MANAGERS:

Grainger US also has six dedicated Government Public Safety Program Managers who are led by a National Strategic Operations Manager with years of collective knowledge and experience. These program managers are experienced in all public sector issues and are responsible for executing our public safety strategy focusing on all Fire/EMS, Law Enforcement, Departments of Corrections and Emergency Management entities to include agency specific product needs as well as their Maintenance, Repair, and Operations products. The Public Safety Managers are also hired directly by Grainger US.

SAFETY IN-FIELD SPECIALIST:

Grainger US Field Safety Specialists bring education, experience and expertise to help Members address a wide range of safety and health questions and issues assisting with injury reduction, compliance improvement, risk assessment, understand goals and align best-in-class solutions. Grainger North America has the depth and structure to deploy, support and track agency-wide initiatives.

Our teams' primary accreditations conferred by the Board of Certified Safety Professionals include: Certified Safety Professional (CSP)/Associate Safety Professional (ASP)/Safety Trained Supervisor (STS)

CONSULTING SERVICES:

Grainger North America's Consulting Services teams analyze Member operations to increase efficiencies and lower cost associated with acquisition of MRO products and inventory management. Based on our experience, most Members have the opportunity to take as much as 25% or more out of their costs.

This evaluation employs a strategic framework of identified cost drivers to benchmark and provide ideal and cost-effective solutions. This framework of cost drivers focuses on:

- Process: Grainger North America consultants can help redesign purchasing and inventory management processes to reduce complexity and cycle time while improving service levels. We offer solutions to streamline the purchasing process and automate inventory replenishment for enhanced productivity.
- Inventory: Inventory is a critical, expensive component of a Member's maintenance operation. Consultants provide expertise to optimize inventory levels. We work with Member resources to understand inventory demand and supply requirements, identify obsolete stock, recommend proper on-hand inventory levels and set effective reorder points for MRO items.
- Supplier / Product: Consultants segment, classify and analyze supplier/product usage to identify opportunities for greater leverage and incremental value
- Technology: Effectively integrating electronic solutions into the MRO procurement strategies is key to enable long-term success and cost savings. Our Consultants develop strategies and implementation plans to get the most out of your electronic solutions.

TECHNICAL PRODUCT SUPPORT:

Grainger North America offers direct technical support from knowledgeable field personnel and manufacturers' field representatives. For key supplier programs, manufacturers dedicate field resources to work solely with Grainger North America field representatives.

In the US, Sourcewell Members can access Grainger US in-house Technical Product Support (TPS) department by calling 1-800-GRAINGER (1-800-472-4643). This team of more than 150 TPS experts can answer product-related questions and resolve any complex technical issues.

- Ready to help Sourcewell Members pick products, manage installation, troubleshoot, and access suppliers.
- Easily available during standard business hours.
- Chosen based on in-depth professional field experience. Grainger US TPS experts are always sharpening their knowledge of products, tools, and industry trends while maintaining extensive technical documentation.

In Canada, technical product groups such as safety and welding to provide industry leading technical level product solutions. The specialists can help Sourcewell Members to increase efficiencies and provide a safe work environment in a cost-effective manner. These individuals are available to large Grainger Canada customers such as Sourcewell Members at no additional charge.

Specialists are trained as product category experts to ensure a vast knowledge base of all of the product/service solutions available. (Example: Fall Arrest, Gas Detection, Confined Space, Welding etc.)

- Specialists nationally covering safety and welding/metal removal
- Specialists build relationships and gain industry knowledge by belonging to, attending and actively participating in industry associations and training programs.
- Grainger Canada Safety Specialists are available to customer's Joint Health & Safety Committees to recommend and advise on requirements for Safety equipment and product in specific to the local geographic areas (Legislation/Regulations, etc.)
- On-Site surveys for product identification and needs analysis

- Product identification/rationalization for continuous improvement programs
- Product demonstrations and seminars
- Consultation on technical services
- Coordination of vendor product training programs

TECHNICAL PRODUCT TRAINING AND ASSESSMENTS:*

Grainger North America works with our General Catalog manufacturers and suppliers to align training programs with Member needs. Grainger North America's Environmental, Health and Safety Services can help you prevent workplace injuries, illnesses and fatalities. Through our network of qualified, insured and licensed service providers, we can provide Sourcewell members with comprehensive solutions that help meet their safety goals.

A wide range of EHS topics are available to equip individuals with the knowledge needed to effectively perform their tasks safely. These training opportunities are available through an online experience or led by an instructor at your location. These include:

SERVICE TYPE - SERVICE TITLE:

Safety Assessment, Testing & Audits - Heat Stress Assessment (Hot & Cold)
 Safety Assessment, Testing & Audits - Hearing - Ear Fit Test
 Safety Assessment, Testing & Audits - Hearing Loss Determinations (Work Related) - Audiologist reviewed
 Safety Assessment, Testing & Audits - Online Respirator Medical Clearance Testing
 Safety Assessment, Testing & Audits - PPE Assessments
 Safety Assessment, Testing & Audits - Pulmonary Function Testing
 Safety Assessment, Testing & Audits - Rigging & Sling Inspections
 Safety Assessment, Testing & Audits - Respirator Fit Testing
 Safety Assessment, Testing & Audits - Sustainability Assessments
 Safety Assessment, Testing & Audits - Vision Screening
 Safety Program Development - Hand Protection & Glove Program
 Safety Program Development - Managed Footwear Program
 Safety Program Development - Prescription Eyewear Solutions
 Online Safety Services - Online Safety Training (Customer's LMS)
 Online Safety Services - Specialized Online Safety Training (OSHA 10/30, NFPA70E)
 Online Safety Services - Online SDS Management System
 Online Safety Services - Online Occupational Health Evaluations (Audio, Pulmonary, Respiratory)
 Online Resources – Grainger Safety Solution Center
 Online Resources - KnowHow Resource Center
 On-the-Phone Resources - Ask an Expert/TPS
 * not all are available in Canada at time of submittal. Sourcewell Members can work with their primary Account Manager for available services.

In addition to the above, Grainger Canada provides services that deliver convenient solutions to maximize productivity, reduce the risk of injury and minimize costly downtime by keeping your safety equipment running smoothly. Your local Grainger Canada team will coordinate all of your calibration, certification, repair and rental needs via one of our 3 Service Centers or mobile at your location (some restrictions and fees apply).

Services include:

- Functional Flow Testing of Self-Contained Breathing Apparatus (SCBA)
- Functional Flow Testing of Supplied Air Breathing Apparatus (SABA)
- Hydro Static Testing of cylinders
- Internal Visual Inspection of cylinders
- Cylinder Recharge
- Fit Testing Services on all mask types
- Rental of Scott & MSA packs & bottles
- Repair, maintenance of Breathing Air Compressors

Grainger Canada's factory trained and certified technicians are committed to providing quality repair, maintenance and calibration services to your equipment.

For additional information, please see the following 4 documents contained within the Zip File named "Grainger North America Additional Documents" uploaded to the "Additional Document" category in the Documents section of the RFP response template:

- Table 2_Line Item 8_Grainger North America Firefighting Line Card
- Table 2_Line Item 8_Grainger North America List of Offered Services
- Table 2_Line Item 8_Grainger North America KeepStock Capabilities
- Table 2_Line Item 8_Grainger North America Footwear Program

9	What are your company's expectations in the event of an award?	<p>If we receive an award, Grainger North America is excited to continue serving Sourcewell US and Canadian members with additional Personal Protective Equipment, Apparel and Accessories with Related Cleaning and Maintenance Equipment. Grainger North America will strive daily to exceed Member expectations. Grainger North America expects to provide an expansive and growing product offering that adapts to market changes with product innovation and development. Grainger North America has a committed team of six dedicated Public Safety Program Managers. This team's sole responsibility is to work in conjunction with the dedicated government account representatives and Sourcewell Members to support their mission.</p> <p>Grainger North America will continue our efforts to align with Sourcewell leveraging your marketing strategies and data base of Members in order to quickly and effectively communicate our new program benefits upon contract award. Grainger North America anticipates working with Sourcewell's cross functional partners to help us further understand the Sourcewell footprint in fire service agencies and departments. This will allow us to offer our high quality selection of nationally leveraged solutions to Members to meet their ever challenging needs.</p> <p>The success of Grainger North America contracts has been directly attributed to Grainger North America's focused and dedicated contract implementation process. As successful as Grainger North America has been throughout our partnership with Sourcewell, we recognize that a new award requires special focus on both existing and new participating Members and a focused, calculated approach to implementation with an expanded Personal Protective Equipment, Apparel and Accessories with Related Cleaning and Maintenance Equipment offering in an ever changing, dynamic, public sector market.</p>	*
10	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	<p>W.W. Grainger, Inc. (including Grainger US and Grainger Canada) is a publicly held Fortune 500 company (GWW) and is the leading North America MRO provider. 2019 highlights include:</p> <ul style="list-style-type: none"> • Company sales of \$11.5 billion, up 2% from 2018 • Volume growth of 3% versus 2018 • Cash generated from operations of \$1.3 billion with free cash flow of \$895 million, up 8% from 2018 <p>Other detailed financial information is found in Grainger's 2018 Annual Report and Grainger's Q4 2019 Earning Presentation, both of which are contained within Zip File named "Grainger North America Financial Strength and Stability" uploaded to the "Financial Strength and Stability" category in the Document section of the RFP response template.</p>	*
11	What is your US market share for the solutions that you are proposing?	Approximately 6%	*
12	What is your Canadian market share, if any?	Approximately 8%	*
13	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	Grainger North America has never filed for bankruptcy	*
14	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>The Grainger North America team is an authorized distributor for all the products we sell (1.7M+). Grainger North America has contractual relationships with over 7,400 general catalog suppliers including all the items covered on this response.</p>	*
15	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Grainger North America holds licenses to operate in all 50 states and US Territories, as well as Canada's 10 provinces and 3 territories.	*
16	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	Neither Grainger nor Grainger Canada have ever been suspended or disbarred.	*

17	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>At the time of submittal, Grainger North America's offer covers over 50,000 items in the following Firefighting Personal Protective Equipment, Apparel and Accessories with Related Cleaning and Maintenance Equipment product categories/sub-categories:</p> <p>FIRE FIGHTING CLOTHING AND ACCESSORIES including: Wildland Fire Fighting Pants Jumpsuits Turnout Gear Dryer Accessories Turnout Gear Storage Rack Accessories Wildland Fire Fighting Jackets and Coats Turnout and Extrication Pants Turnout Gear Storage Racks Turnout and Extrication Coveralls Fire Hoods Wildland Gear Belts Ladder Escape Belts Turnout Gear Dryers Turnout and Extrication Jackets and Coats</p> <p>RESPIRATORY PROTECTION including: Supplied Air Compressors and Ambient Air Pumps Supplied Air Respirators Respiratory Cleaning Kits and Wipes Full Face Respirators Fit Testing Cartridges And Filters Escape Hoods and Respirators Half Mask Respirators Procedural Masks Supplied Air Pump Packages Breathing Air Cylinder Carts Disposable Respirators and Dust Masks SCBA and Breathing Air Cylinders PAPR and Supplied Air Hoods and Helmets Respirator Accessories SCBA Accessories Emergency Escape Breathing Apparatus Industrial SCBA Fire Fighting SCBA Supplied Air Accessories Gas Mask Canisters SCBA Backframe Assemblies Respiratory Equipment Storage PAPR Accessories PAPR Gas Masks</p> <p>WORKWEAR including: Sweatshirts Work Shorts Headbands, Sweatbands and Cooling Headwear Public Safety Vests Protective Sleeves Work Coveralls Work Vests Thermal Underwear High Visibility Jackets and Coats Suspenders Bib Overalls Chain Saw and Protective Chaps Cooling Vest Inserts High Visibility Shirts and Sweatshirts Warm Weather Headwear and Liners Cooling Pants High Visibility Pants Belts Cold Weather Headwear and Liners Foot and Hand Warmers T-Shirts Work Shirts Heated Outerwear Hats Jackets and Coats Cooling Vests and Jackets Work Pants</p>
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DISPOSABLE AND CHEMICAL RESISTANT CLOTHING including:

Disposable Barrier Gowns
Chemical Resistant and Disposable Sleeves
Disposable Shirts
Chemical Resistant and Disposable Clothing Accessories
Shoe and Boot Covers
Disposable Pants
Chemical Resistant and Disposable Coveralls
Chemical Resistant and Disposable Aprons
Chemical Resistant and Disposable Hoods
Encapsulated Chemical Suits

FOOTWEAR AND FOOTWEAR ACCESSORIES including:

Overboots and Overshoes
Hip Boots and Waders
Boot Dryers
Rubber Boots
Fire and Rescue Boots
Work Boots and Shoes
Chest Waders
Chest Wader Suspenders and Belts
Foot and Leg Guards
Anti-Fatigue Soles
Footwear Accessories
Boot Liners
Socks

FLAME RESISTANT AND ARC FLASH CLOTHING including:

Flame-Retardant Treated Cotton Jackets and Coats
Flame Resistant and Arc Flash Coveralls
Arc Flash Clothing Accessories
Flame-Retardant Treated Cotton Pants and Overalls
Flame Resistant and Arc Flash Jackets and Coats
Flame Resistant and Arc Flash Shirts
Flame-Retardant Treated Cotton Coveralls
Aluminized Pants
Flame-Retardant Treated Cotton Aprons
Flame Resistant and Arc Flash Pants and Overalls
Arc Flash Clothing Kits
Flame-Retardant Treated Cotton Hats
Flame-Retardant Treated Cotton Sleeves

GLOVES AND HAND PROTECTION including

Extrication and Rescue Gloves
Chemical Resistant Gloves
Firefighter Gloves
Flame Retardant Gloves
Heat Resistant Gloves
Arc Flash Gloves

EYE PROTECTION AND ACCESSORIES including:

Protective Eyewear Accessories
Protective Goggles
Safety Glasses

FACE PROTECTION including:

Faceshield Replacement Visors
Faceshield Accessories
Faceshield Headgear
Faceshield Assemblies

HEAD PROTECTION including:

Fire and Rescue Helmets
Hard Hat Face Shields
Hard Hats

HEARING PROTECTION including:

Ear Muffs
Hearing Protection Accessories
Ear Plugs

RAINWEAR including:

Flame Resistant and Arc Flash Rain Jackets and Coats
Flame Resistant and Arc Flash Rain Pants and Overalls
Rain Pants and Overalls

Rain Ponchos
 Flame Resistant Rain Suits
 Rain Suits

WATER SAFETY including:
 Life Jackets and PFDs
 Immersion Survival and Rescue Suits

LAB SUPPLIES including:
 Ultrasonic Cleaners
 Drying Cabinets

APPLIANCES including:
 Washers
 Dryers

CLEANING including:
 Extractors

SECURITY MANAGEMENT including:
 Body Armor
 Body Armor Accessories
 Riot Gear
 Bomb Suits
 Uniform Patches, Badges, Emblems

In addition, Grainger North America's offer covers the following SERVICES / SOLUTIONS / RESOURCES: Inventory Management, Managed Footwear, Online Safety Manager, Prescription Eyewear, Emergency Response Support, Public Safety Program Managers, Safety In-Field Specialists, Grainger Consulting, Technical Support and Product Training/Assessments:

INVENTORY MANAGEMENT:

A critical facet of distribution and delivery is anticipating and understanding Member needs. Inventory Management is a unique delivery solution moving high usage items close to point of use and maintaining critical product availability. Through its KeepStock® Program, Grainger North America provides multiple inventory management solutions reducing Member's total cost of inventory ownership. Effective inventory management reduces on-hand inventory, improves purchasing efficiencies, and ensures availability of critical product all while providing secure and efficient access.

Grainger North America's KeepStock portfolio of inventory management solutions help Members manage their inventory and reduce costs. Beyond industry-standard vending machines, Grainger North America's portfolio provides both customer-managed (CMI) and Grainger vendor-managed (VMI) inventory options, including vending. Solutions range from simple to complex serving Member needs and can be combined within their facility to provide a custom service. KeepStock® can be integrated with Member purchasing systems or connected with Grainger.com. or Acklands-Grainger.ca. KeepStock® Capabilities: Grainger's KeepStock Inventory Management Solutions can specifically target facilitate streamlined order processes, replenishment, inventory management, and inventory reporting and accountability.

Grainger's unique capabilities that will contribute to cost savings for Sourcewell Members include:

- ePro/electronic data interchange (EDI) integration
- Workflow order-approval designations
- Vending dispense limits by item group or employee
- Inventory management software capability within managed MRO
- Consigned inventory within Vending, Onsite, and Managed (Guidelines apply.)
- KeepStock Trailer for temporary projects or short-term, high-product-volume requirements

Inventory management is not a "one size fits all" solution. Grainger take a customer-centric approach to align solutions with Sourcewell Members' needs. Grainger will work with Sourcewell Members to identify inventory challenges, determine where and how inventory is used, and develop a solution. Managing inventory effectively is core to Grainger's operations.

◀KeepStock® Digital/CMI

The KeepStock Digital/CMI customer managed inventory solution leverages mobile and desktop technology to give customers complete control of their Grainger inventory. Grainger offers this program for no additional charge to any customer interested in self-managing inventory.

The Digital/CMI web-based tool can manage inventory to support Sourcewell Members' specific operations across locations. This easy-to-use and powerful software solution offers visibility, flexibility, and control while managing product. And, after Grainger's team installs and trains Sourcewell Members' staff, you get to control the rest.

Key features of Grainger's Digital/CMI solution:

- Easily find, buy, and manage Grainger products.
- Scan barcodes and send orders from the Grainger app.
- Adjust min/max and reorder points to ensure Sourcewell Members have what they need.
- Check and adjust as necessary.
- Manage users, approvals, and controls to track spend.
- Easily add, edit, and replace items.
- Access order history and purchase information to make informed inventory decisions.

◀KeepStock® Replenish

Replenish is a vendor-managed inventory (VMI) solution that helps order and stock commonly used items, plus special-order project materials. An onsite inventory-management resource will help manage and analyze Sourcewell Members' inventory needs. The onsite resource ensures that Grainger products are on the shelves at the approved inventory levels and will help with the materials Sourcewell Members just needs occasionally.

Key features of Grainger's Replenish solution:

- Streamline Grainger-supplied inventory management through item identification and barcode labeling.
- Manage inventory levels to the established minimum/maximum stocking levels.
- Cross-reference Grainger items from Sourcewell Members' approved purchase requisitions and orders.
- Scan managed items, and place spot-buy orders as needed.
- Document standard operating procedures at Sourcewell Members' locations to provide direction and continuity of service.
- Comply with the facility's safety and inspection requirements.
- Understand Sourcewell Members' inventory needs and provide inventory insight and the ability to view slow/dead moving product.
- Leverage Grainger's inventory management expertise.

◀KeepStock® Vending is an industrial dispensing solution that Sourcewell Members can manage or that Grainger can help manage. Grainger's vending solution uses secure machines to control supply usage and is the best answer when Sourcewell Members need 24/7 access to products at point of use. This is an ideal solution for controlled access to consumable inventory and to durable items that can be used and returned. This valuable option helps encourage correct item usage and reduces overuse or shrinkage.

There are no delivery, installation, maintenance, rental, or usage fees for the Grainger equipment unless noted in the schedule. Sourcewell Members must maintain a minimum annual purchase level of Grainger's goods through each piece of equipment (net of freight, taxes, credits, and returns) of the amount indicated on the schedule for each type of equipment.

Grainger will provide complete project management of the dispensing machines implementation — including planning, transportation, installation, onsite training, and replenishment services. Sourcewell Members just needs to provide the necessary electrical and internet connections beyond Grainger's cellular option.

To better serve Sourcewell Members' dispensing needs, Grainger has a variety of standard offer machine types, security level capability, and check in/out features. Additional machine types and configurations are available if needed.

Key features of Grainger's Vending solution:

- Security: Products are secured in a locked cabinet to help control product usage and theft.
- 24/7 Access: Easy unattended and secure access to consumable and durable items.
- Flexible Placement: Located at point of use, Sourcewell Members' employees will spend more time on the job and less time in the storeroom.
- Automated Reordering: Greatly reduce carrying costs by decreasing on-hand inventory, eliminating stock-outs, and lowering purchase-order processing costs.
- Detailed Reporting: Includes department, job, and employee data. Sourcewell Members will know which items are coming in and goingout — to easily track inventory value and measure purchasing accuracy.
- Vending Program Management: Grainger owns and is responsible for vending machine repair and maintenance.
- Vending Replenishment Flexibility:Sourcewell Members can design replenishment for controlled or union environments.

◀KeepStock® OnsiteSM is a VMI solution for larger, more complex customers who can consolidate spend with Grainger. This highly impactful solution creates documented value by offering dedicated space and a Grainger specialist with the inventory expertise to support Grainger-supplied inventory. Grainger's knowledgeable inventory management resource will work at Sourcewell Members' site to develop a deep understanding of inventory needs and will replenish and reissue Grainger product. Grainger's team will support Sourcewell Members' inventory management

program and provide valuable insights and recommendations to increase the overall effectiveness of indirect spend.

Key features of Grainger's Onsite solution:

- Streamline Grainger-supplied inventory management through item identification and barcode labeling.
- Manage inventory levels to the established minimum/maximum stocking levels.
- Issue product to member staff to improve productivity and maintain compliance.
- Organize inventory and restock products in proper location.
- Scan managed items and place spot-buy orders as needed.
- Source hard-to-find products.
- Desktop delivery.
- Document standard operating procedures at Sourcewell Members' locations to provide direction and continuity of service.
- Comply with the facility's safety and inspection requirements.
- Understand Sourcewell Members' inventory needs and provide inventory insight and the ability to view slow/dead moving inventory.
- Leverage Grainger's inventory management expertise.

◀KeepStock® Managed

This fee-based solution places Grainger's inventory specialists at Sourcewell Members' facility to manage all indirect material requirements for Grainger and non-Grainger product. Grainger can provide this service within Sourcewell Members' existing inventory management system or provide the hardware and software to manage all inventory. Sourcewell Members maintains full control of all procurement and purchasing decisions. The focus is on MRO material management and finding ways to reduce product expense, better leverage inventory investment, and increase productivity. It puts indirect inventory to work — to help Sourcewell Members' storerooms achieve maximum efficiency — saving time and money. Fees may be offset through consolidation/volume incentive rebates.

Key features of Grainger's Managed solution:

- Highly trained Grainger resources skilled in inventory management best practices, plus onsite support
- 90+ job tasks across 6 categories: Source, procure, stock, consume, analyze, and adjust
- 24/7 coverage
- Storeroom design and layout, process mapping, and material management systems available
- Standard operating procedures at Sourcewell Members' locations to provide direction and continuity of service
- Data and process standardization for improved compliance and visibility
- Customized and documented key performance indicators (KPIs)

KeepStock Enabled Capabilities:

The following enabled capabilities are available for all Grainger KeepStock solutions except the Digital/CMI customer managed inventory option.

- eProcurement: This capability integrates KeepStock ordering with Sourcewell Members' procurement system or marketplace to create an efficient connection and automated processes.
- Trailers: This capability provides temporary storage for Grainger products when special projects, plant turnarounds, or other planned events create an increase in demand.
- Consignment: This capability sets up consigned inventory that delays invoicing of qualified Grainger products. To free up additional working capital, the products are stored in a secure location at Sourcewell Members' facility until time of use.

Inventory Management Implementation:

Each onsite inventory management solution (Digital/CMI, Vending, Replenish, Onsite, Managed, and Integrated) is managed through a local or centralized implementation team. Grainger builds the implementation plan with Sourcewell Members' team and typically includes key milestones, timetables, transition activities, and change management considerations. After Sourcewell Members sign off on the completed implementation, the local service team will take over the day-to-day operations.

Eligibility Considerations:

Eligibility for Grainger's KeepStock® solutions is subject to qualifying criteria and might require Grainger's Consulting Services group to conduct an assessment at Sourcewell Members' site. As a condition of KeepStock® Onsite implementation, we would need to agree on the hours of weekly use of Grainger's personnel. Sourcewell Members will need to accept licensing terms for software-based solutions, and a written service agreement is required for KeepStock® Secure.

ADDITIONAL KEEPSTOCK® SERVICES:

Storeroom Layout: Storeroom Layout is a comprehensive offering to help companies maximize the available space for stocking indirect materials inventory. Over time, a maintenance storeroom becomes cluttered, inefficient and home to many obsolete and unidentifiable parts. By optimizing the design of the storeroom or tool crib, there

is an opportunity to repurpose valuable floor space, make products easier to find and improve the flow of materials in and out. We collaborate with you on interactive 3-D designs before ever physically moving a single fixture.

Data Quality: Our Data Quality services encapsulate the creation or cleansing of a foundational data set of your parts inventory that is consistent, attribute rich and free of duplication. For organizations that lack quality data for their parts inventory, they unnecessarily put their operation at risk. The goal is to help improve the data integrity and management of inventory in order to achieve higher levels of productivity, increased up-time and improved spare parts maintenance.

MANAGED FOOTWEAR PROGRAM:

Grainger's Managed Footwear Program allows employees to order shoes through four different methods:

1. Online Safety Footwear Program: Administer footwear programs and purchase online with our easy to use web interface programs

2. Shoe-mobile: Grainger US Shoe-mobiles drive to your facility to service employee footwear needs, display over 100 footwear styles and stock 2,000 pairs to allow your employees to receive shoes during a visit.

3. Grainger Footwear Centers: Select Grainger branch locations across the US stock the latest footwear comfort technologies.

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Select Grainger branch locations across the US stock the latest footwear comfort technologies.

Benefit Management System (BMS): Grainger's BMS tracks Member purchases to provide customized reporting and tracking for Members engaged in a company/entity footwear program, including reporting and invoicing to meet the unique needs of each Member.

ONLINE SAFETY MANAGER:

The Grainger Online Safety Manager system makes it easier than ever to manage critical workplace safety programs from your location. This online solution gives Members instant access to a set of comprehensive safety management tools and resources.

- Save time, money and create a safer workplace!
- Reduce injuries, accidents and exposure to fines
- Manage risk, compliance, documents and SDSs from your PC
- Ensure regulatory compliance and drive standardization
- Support your transition to GHS (Globally Harmonized System)
- Track training and results, customize curriculum
- Access to Specialized Training for OSHA, NEPA, HAZWOPER and DOT
- Management of incident and Inspections, schedule safety checks, audits and track root cause analysis
- Instant Access to Safety Data Sheets, GHS label printing
- Occupational Health instantaneous interpretation of PFT results, questionnaire for employee clearance for respirators

PRESCRIPTION EYEWEAR SOLUTION:

Hoya's SRx Made Easy provides a simple process for US Members to purchase prescription safety eyewear through a national network of independent eye care professionals.

EMERGENCY RESPONSE SUPPORT:

A critical element of Grainger North America's distribution capability is assisting emergency response for the small and large incident. Expedient and quality response in real time entails internal planning and preparation. In an emergency, Grainger North America's Crisis Management Team first assesses the condition of Grainger branches and facilities to make sure they are available to distribute product. Frequently a pre-determined product list, coordinated with local emergency response agencies, is used to move supplies to the affected area. If additional products are required, Grainger North America moves products to the area from its 280-branch network and 17 regional Distribution Centers or directly from product suppliers. A critical element in Grainger North America's expeditious response is its breadth of inventory, relationship with suppliers, capability to determine where inventory is located, and its transportation proficiency, personnel with expertise and experience and long-term relationships with state, local and federal agencies. In severe emergency situations, Grainger works with First Responders to make sure they have priority access whether from Grainger or the product manufacturers. The Crisis Management Team and Grainger on-scene leadership works with emergency management agencies and others to ensure appropriate and fair distribution.

PUBLIC SAFETY PROGRAM MANAGERS:

Grainger US also has six dedicated Government Public Safety Program Managers who are led by a National Strategic Operations Manager with years of collective knowledge and experience. These program managers are experienced in all public sector issues and are responsible for executing our public safety strategy focusing on all Fire/EMS, Law Enforcement, Departments of Corrections and Emergency Management entities to include agency specific product needs as well as their Maintenance, Repair, and Operations products. The Public Safety Managers are also hired directly by Grainger.

SAFETY IN-FIELD SPECIALIST:

Grainger US Field Safety Specialists bring education, experience and expertise to help Members address a wide range of safety and health questions and issues assisting with injury reduction, compliance improvement, risk assessment, understand goals and align best-in-class solutions. Grainger North America has the depth and structure to deploy, support and track agency-wide initiatives.

Our teams' primary accreditations conferred by the Board of Certified Safety Professionals include: Certified Safety Professional (CSP)/Associate Safety Professional (ASP)/Safety Trained Supervisor (STS)

CONSULTING SERVICES:

Grainger North America's Consulting Services teams analyze Member operations to increase efficiencies and lower cost associated with acquisition of MRO products and inventory management. Based on our experience, most Members have the opportunity to take as much as 25% or more out of their costs.

This evaluation employs a strategic framework of identified cost drivers to benchmark and provide ideal and cost-effective solutions. This framework of cost drivers focuses on:

- Process: Grainger North America consultants can help redesign purchasing and inventory management processes to reduce complexity and cycle time while improving service levels. We offer solutions to streamline the purchasing process and automate inventory replenishment for enhanced productivity.
- Inventory: Inventory is a critical, expensive component of a Member's maintenance operation. Consultants provide expertise to optimize inventory levels. We work with Member resources to understand inventory demand and supply requirements, identify obsolete stock, recommend proper on-hand inventory levels and set effective reorder points for MRO items.
- Supplier / Product: Consultants segment, classify and analyze supplier/product usage to identify opportunities for greater leverage and incremental value
- Technology: Effectively integrating electronic solutions into the MRO procurement strategies is key to enable long-term success and cost savings. Our Consultants develop strategies and implementation plans to get the most out of your electronic solutions.

TECHNICAL PRODUCT SUPPORT:

Grainger offers direct technical support from knowledgeable field personnel and manufacturers' field representatives. For key supplier programs, manufacturers dedicate field resources to work solely with Grainger field representatives.

In the US, Sourcewell Members can access Grainger's in-house Technical Product Support (TPS) department by calling 1-800-GRAINGER (1-800-472-4643). This team of more than 150 TPS experts can answer product-related questions and resolve any complex technical issues.

- Ready to help Sourcewell Members pick products, manage installation, troubleshoot, and access suppliers.
- Easily available during standard business hours.
- Chosen based on in-depth professional field experience. Grainger's TPS experts are always sharpening their knowledge of products, tools, and industry trends while maintaining extensive technical documentation.

In Canada, technical product groups such as safety and welding to provide industry leading technical level product solutions. The specialists can help Sourcewell Members to increase efficiencies and provide a safe work environment in a cost-effective manner. These individuals are available to large Grainger Canada customers, such as Sourcewell Members, at no additional charge.

Specialists are trained as product category experts to ensure a vast knowledge base of all of the product/service solutions available. (Example: Fall Arrest, Gas Detection, Confined Space, Welding etc.).

- Specialists nationally covering safety and welding/metal removal
- Specialists build relationships and gain industry knowledge by belonging to, attending and actively participating in industry associations and training programs.
- Grainger Canada Safety Specialists are available to customer's Joint Health & Safety Committees to recommend and advise on requirements for Safety equipment and product in specific to the local geographic areas (Legislation/Regulations, etc.)
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 - Safety Assessment, Testing & Audits - Online Respirator Medical Clearance Testing
 - Safety Assessment, Testing & Audits - PPE Assessments
 - Safety Assessment, Testing & Audits - Pulmonary Function Testing
 - Safety Assessment, Testing & Audits - Rigging & Sling Inspections
 - Safety Assessment, Testing & Audits - Respirator Fit Testing
 - Safety Assessment, Testing & Audits - Sustainability Assessments
 - Safety Assessment, Testing & Audits - Vision Screening
 - Safety Program Development - Hand Protection & Glove Program
 - Safety Program Development - Managed Footwear Program
 - Safety Program Development - Prescription Eyewear Solutions
 - Online Safety Services - Online Safety Training (Customer's LMS)
 - Online Safety Services - Specialized Online Safety Training (OSHA 10/30, NFPA70E)
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In addition to the above list, Grainger Canada provides services that deliver convenient solutions to maximize productivity, reduce the risk of injury and minimize costly downtime by keeping your safety equipment running smoothly. Your local Grainger Canada team will coordinate all of your calibration, certification, repair and rental needs via one of our 3 Service Centers or mobile at your location (some restrictions and fees apply).

Services include:

- Functional Flow Testing of Self-Contained Breathing Apparatus (SCBA)
- Functional Flow Testing of Supplied Air Breathing Apparatus (SABA)
- Hydro Static Testing of cylinders
- Internal Visual Inspection of cylinders
- Cylinder Recharge
- Fit Testing Services on all mask types
- Rental of Scott & MSA packs & bottles
- Repair, maintenance of Breathing Air Compressors

Grainger Canada's factory trained and certified technicians are committed to providing quality repair, maintenance and calibration services to your equipment.

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *
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18	Describe any relevant industry awards or recognition that your company has received in the past five years	<p>Grainger North America has been the recipient of the following awards over the past 5 years:</p> <p>2019</p> <ul style="list-style-type: none"> • #1 Industrial Distribution's 2019 Big 50 List • Barron's 8th Most Sustainable Companies in the US • Newsweek America's Most Responsible Companies • 2020 Worlds Most Admired Companies • Best places to Work for Disability Inclusion • Investor's Business Daily 50 Best ESG Companies • 2020 Built in Chicago's Best Places to Work <p>2018</p> <ul style="list-style-type: none"> • #1 on Industrial Distribution's 2018 Big 50 List (ranks the top ten distributors of industrial products in North America) • Fortunes 2018 World's Most Admired Companies 5th consecutive year • 2018 Best Place to Work for Millennials by The Women's Choice Award • Black Enterprise's 2018 List of Top Executives in Corporate Diversity • Ranked 10th in the Internet Retailer 2018 Top 500 Guide <p>2017</p> <ul style="list-style-type: none"> • Fortune Most Admired Companies: #1 in Diversified Wholesalers • HRC Corporate Equality Index 4th consecutive year • North America Dow Jones Sustainability Index Recognition • #17 on HR Executive Magazine's Most Admired in HR List • 2017 Executive Leadership Council Ambassador Company • Newsweek.com Top Green Companies in the US 2017 • Best Place to Work for LGBT Equality by the Human Rights Campaign Foundation (4th year in a row) • CDP Score of A- 3 years in a row recognition • FTSE4Good Member Company • 2017 Disability Equality Index recognition • Best Places to Work for Disability Inclusion - American Association of People with Disabilities • Ranked 11th in the Internet Retailer 2017 Top 500 Guide <p>2016</p> <ul style="list-style-type: none"> • #1 ranking on FORTUNE magazine's List of Worlds Most Admired Companies (Category Wholesalers) • Human Rights Campaign Foundation Best Places to Work • Internet Retailer: B2B E-Commerce Website Design of the Year Award, for the best e-Commerce website that effectively guides customer to the products they want, offers flexible shipping options, connects to approval and workflow systems <p>2015</p> <ul style="list-style-type: none"> • #1 ranking on FORTUNE magazine's List of Worlds Most Admired Companies (Category Wholesalers) • Internet Retailer: B2B E-Commerce Player of the Year, for being a pioneer in business-to-business e-commerce development • Ranked 13th in the Internet Retailer 2015 Top 500 Guide • Human Rights Campaign Foundation Best Places to Work
19	What percentage of your sales are to the governmental sector in the past three years	<p>Grainger's US percentage of sales to the Government sector:</p> <p>2017 - 18%</p> <p>2018 - 18%</p> <p>2019 - 18%</p> <p>Grainger's Canada percentage of sales to the Government sector:</p> <p>2017 - 10%</p> <p>2018 - 10%</p> <p>2019 - 10%</p>
20	What percentage of your sales are to the education sector in the past three years	<p>Grainger's US percentage of sales to the Education sector:</p> <p>2017 - 5%</p> <p>2018 - 5%</p> <p>2019 - 5%</p> <p>Grainger's Canada percentage of sales to the Government sector:</p> <p>2017 - 6%</p> <p>2018 - 6%</p> <p>2019 - 6%</p>

21	List any state or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Cooperative Contracts Grainger North America holds in the US are presented below: NASPO 2017 \$300 - \$400M 2018 \$300 - \$400M 2019 \$300 - \$400M</p> <p>E&I 2017 \$100 - \$150 M 2018 \$100 - \$150 M 2018 \$100 - \$150 M</p> <p>NIPA 2017 \$100M - \$150M 2018 \$100M - \$150M 2019 \$100M - \$150M</p> <p>SOURCEWELL 2017 \$50M - \$80M 2018 \$50M - \$80M 2019 \$50M - \$80M</p> <p>Cooperative Contracts Grainger North America holds in Canada are presented below: Kinetic 2017 NA 2018 New Agreement 2019 \$470K</p> <p>HealthPro 2017 \$3M - \$6M 2018 \$4M - \$7M 2019 \$4M - \$7M</p> <p>OECM 2017 \$250K - \$950K 2018 \$250K - \$950K 2019 \$250K - \$950K</p> <p>RMA 2017 \$500K 2018 \$500K 2019 \$500K</p>	*
22	List any GSA contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Grainger North America holds GSA Schedule: 51V Super Hardware Store – GS-06F-0007J/47QSHA18D000G. The annual sales volume for our GSA Contract for the last three years: 2017 - \$193M+ 2018 - \$320M 2019 - \$328M</p>	*

Table 4: References/Testimonials

Line Item 23. Supply reference information from three customers who are eligible for Sourcewell membership.

Entity Name *	Contact Name *	Phone Number *	
City of Austin, TX	Matthew Duree MPA, PMP, CTCM Procurement Manager	512-974-6346	*
Duke University	Steve Palumbo Director Facilities Operations	919-660-4222	*
University of Colorado	Duane Tucker CPPB Director of Strategic Procurement	303-764-3453	*

Table 5: Top Five Government or Education Customers

Line Item 24. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
Optional	Government	Texas - TX	This entity contracts with Grainger to support a Logistical and Services contract for its various departments. This service and support provides Entity 1 the products, services and logistical expertise they require to conduct operations and maintenance for day-to-day business operations, employee safety and emergency preparedness. Grainger's support during the time of disaster is second to none and this has been called upon in both 2017 and 2018 by the Entity 1 Emergency Operations Center. In 2017, Grainger provided the supplies for a last minute 5,000 person mega-shelter to house evacuees from the Texas Coast and Houston metropolitan area. In 2018, record flooding caused the Entity 1 water supply to become undrinkable. Again, Grainger was able to assist and supplied over 150 tractor trailers of bottled water during the week of the crisis. This reflects the same approach how Grainger handles day- to-day needs of every customer. Utilization of the Grainger contract has provided significant cost savings while allowing departments the flexibility to purchase daily low dollar consumable products as well as the critical commodities needed for first responders.	Average Order Size: 2017: \$735 2018: \$881 2019: \$789	2017: \$4.5M+ 2018: \$4.5M+ 2019: \$4.5M+
Optional	Government	Florida - FL	This entity awarded Grainger a 5 year mandatory single award MRO contract in 2015. Grainger delivers cost savings in excess of \$17M annually through product and freight savings, inventory management solutions, and administrative fees. The State's partnership with Grainger brings continuous improvement cost savings opportunities. These benefits are passed on to State agencies and local municipalities	Average Order Size: 2017: \$359 2018: \$418 2019: \$441	2017: \$20M+ 2018: \$20M+ 2019: \$20M+

Optional	Education	Florida - FL	This entity partnered with Grainger to support its campus by utilizing Grainger's onsite inventory management program. Grainger has a physical branch location with inventory and employees located on campus supplies for day-to-day MRO needs and large capital projects. The framework of Grainger's inventory management model focuses on a strategic framework around 5 key areas to deliver innovation and cost savings. The 5 indirect cost drivers are process, inventory, technology, products, and suppliers. The partnership began with Grainger's Consulting Services engagement, which is a team of accredited experts defining a baseline of current total MRO costs and presenting options to become more productive and safe.	Average Order Size: 2017: \$217 2018: \$268 2019: \$318	2017: \$3M+ 2018: \$3M+ 2019: \$3M+	*
Optional	Education	South Carolina - SC	This entity awarded in 2017, Grainger's 5 year MRO Supplies & Services Contract, entails supplying the right products needed by the Maintenance Team while providing an onsite inventory management solution. Grainger's Onsite Service Representatives (OSRs) work daily in the warehouse supporting Technicians picking product, recommending technical solutions, troubleshooting issues, and searching and selecting products. Grainger is responsible for ensuring the warehouse has the right products at appropriate min/max levels. By partnering with Entity 4 on multiple levels, Grainger supports this Entity's mission and vision.	Average Order Size: 2017: \$1,251 2018: \$1,484 2019: \$660	2017: \$500K+ 2018: \$500K+ 2019: \$500K+	*
Optional	Government	Michigan - MI	The Office of Procurement awarded a strategic MRO contract to Grainger to support its agencies, local government and education customers. The state agencies, local government and primary education customers in 2019 consisted of 678 ordering locations that placed 52,0354 orders for 56,989 unique items. Grainger's government-dedicated account management team leverages the State contract, Grainger Consulting, Ecommerce, emergency preparedness, inventory management and sourcing capabilities to increase operational efficiencies.	Average Order Size: 2017: \$362 2018: \$360 2019: \$389	2017: \$15M+ 2018: \$15M+ 2019: \$15M+	*

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcwell Members across the US, and Canada if applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
25	Sales force.	Government-dedicated sellers manage and service Sourcewell Members with an experienced team of over 500+ US government sellers and 100+ Canadian government sellers. Grainger North America provides full geographic coverage to all state, province, local and education Members. Government sellers are trained to manage and maintain government specific contracts. All sellers annually complete government ethics and compliance training.
26	Dealer network or other distribution methods.	<p>Grainger North America's company-owned supply chain makes inventory available to customers on a just-in-time basis. This distribution network includes 280 branch locations and 18 distribution centers (DCs), which includes over \$1.5 billion on-hand inventory supported by over 7,600 Grainger supplier and manufacturer agreements. Grainger North America's branches and DCs tailor inventory to Member location demands to ensure products are available for immediate pick-up, same-day shipment, or same-day delivery.</p> <p>All distribution center team members are directly employed by Grainger North America and do not overlap in other areas of the business.</p> <p>Grainger North America's advanced technology and multiple distribution channels link branches and distribution centers across the US and Canada. When an order is received through our multiple ordering platforms, the result is an almost instantaneous transmittal of product inventory and shipment information to the customer.</p> <p>For further details, please see document named "Table 6_Line Item 26 Grainger North America Distribution Map and DC Locations" contained within the Zip File named "Grainger North America Additional Documents" uploaded to the "Additional Document" category in the Documents section of the RFP response template.</p>
27	Service force.	<p>Customer Service:</p> <p>Grainger North America's customer service team consists of 3,000+ highly trained and experienced employees to serve Members. Grainger's Customer Services Associates (CSAs) do not overlap into other areas, focusing solely on supporting customers. All Customer Service team members provide information, answer questions, place orders and address customer concerns or issues, such as:</p> <ul style="list-style-type: none"> • Information on order status and deliveries • Backorder information • Item price information based on contract • Product availability • Detailed product information • Helping locate products for specific applications and finding products to meet specific technical requirements • Providing dedicated manufacturer and technical support resources • Helping Buyers select alternate products • Placing and managing emergency orders • Generating product quotations and assisting with order placement <p>Technical Product Support:</p> <p>Grainger North America provides direct technical support from knowledgeable field personnel and manufacturers' field representatives. Grainger has an in-house Technical Product Support Department whose members average 28 years of experience to answer product questions across all categories. Approximately 5,800 times a day, 102 technically trained product specialists answer questions regarding product selection, application assistance, troubleshooting, installation, product specifications, performance data/wiring diagram, and government requirements and agency approvals.</p> <p>In the US, Sourcewell Members can access Grainger's in-house Technical Product Support (TPS) department by calling 1-800-GRAINGER (1-800-472-4643). This team of more than 150 TPS experts can answer product-related questions and resolve any complex technical issues.</p> <ul style="list-style-type: none"> • Ready to help Sourcewell Members pick products, manage installation, troubleshoot, and access suppliers. • Easily available during standard business hours. • Chosen based on in-depth professional field experience. Grainger's TPS experts are always sharpening their knowledge of products, tools, and industry trends while maintaining extensive technical documentation. <p>In Canada, technical product groups such as safety and welding are available to provide industry leading technical level product solutions. The specialists can help Sourcewell Members to increase efficiencies and provide a safe work environment in a cost-effective manner. These individuals are available to large Grainger Canada customers, such as Sourcewell Members, at no additional charge. Specialists are trained as product category experts to ensure a vast knowledge base of all of the product/service solutions available. (Example: Fall Arrest, Gas Detection, Confined Space, Welding etc.).</p> <ul style="list-style-type: none"> • Specialists nationally covering safety and welding/metal removal • Specialists build relationships and gain industry knowledge by belonging to, attending and actively participating in industry associations and training programs. • Grainger Canada Safety Specialists are available to customer's Joint Health & Safety Committees to recommend and advise on requirements for Safety equipment and product in specific to the local geographic areas (Legislation/Regulations, etc.)

- On-Site surveys for product identification and needs analysis
- Product identification/rationalization for continuous improvement programs
- Product demonstrations and seminars
- Consultation on technical services
- Coordination of vendor product training programs

SAFETY EQUIPMENT TECHNICAL SERVICES (available through Grainger Canada only):

Grainger Canada provides services that deliver convenient solutions to maximize productivity, reduce the risk of injury and minimize costly downtime by keeping your safety equipment running smoothly. Your local Grainger Canada team will coordinate all of your calibration, certification, repair and rental needs via one of our 3 Service Centers or mobile at your location (some restrictions and fees apply).

Services include:

- Functional Flow Testing of Self-Contained Breathing Apparatus (SCBA)
- Functional Flow Testing of Supplied Air Breathing Apparatus (SABA)
- Hydro Static Testing of cylinders
- Internal Visual Inspection of cylinders
- Cylinder Recharge
- Fit Testing Services on all mask types
- Rental of Scott & MSA packs & bottles
- Repair, maintenance of Breathing Air Compressors

Grainger Canada's factory trained and certified technicians are committed to providing quality repair, maintenance and calibration services to your equipment.

We provide the highest quality service, in compliance with all manufacturing and regulatory requirements such as NFPA and Transport Canada.

To ensure downtime is eliminated, we also have available a fleet of equipment for rental, including:

- Confined Space Equipment (i.e. tripods & retrievals)
- Fall Protection (i.e. Self Retracting Devices)
- SCBA Units
- Ventilation Kits (i.e. air carts)
- Gas Detection (i.e. personal monitors, docking stations)

Inventory Management Onsite Support:

Onsite Service Representatives (OSR's) are instrumental in facilitating the proper onsite servicing of Sourcewell Member locations with inventory management requirements. Regularly scheduled OSR's are available to manage inventory and provide customized, knowledgeable support for Sourcewell Members' entire inventory program including unanticipated needs. For Grainger's Vendor Managed Inventory (VMI) solutions... KeepStock® Onsite, KeepStock® Vending and KeepStock® Replenish, OSRs ensure Members have the MRO supplies on their shelves or loaded into vending machines at the approved inventory levels.

ADDITIONAL FIELD RESOURCES:

Public Safety Program Managers

Grainger US also has six dedicated Government Public Safety Program Managers who are led by a National Strategic Operations Manager with years of collective knowledge and experience. These program managers are experienced in all public sector issues and are responsible for executing our public safety strategy focusing on all Fire/EMS, Law Enforcement, Departments of Corrections and Emergency Management entities to include agency specific product needs as well as their Maintenance, Repair, and Operations products. The Public Safety Managers are also hired directly by Grainger.

Safety In-Field Specialist:

Grainger US Field Safety Specialists bring education, experience and expertise to help Members address a wide range of safety and health questions and issues assisting with injury reduction, compliance improvement, risk assessment, understand goals and align best-in-class solutions. Grainger North America has the depth and structure to deploy, support and track agency-wide initiatives.

Our teams'

Primary accreditations conferred by the Board of Certified Safety Professionals include: Certified Safety Professional (CSP)/Associate Safety Professional (ASP)/Safety Trained Supervisor (STS)

28	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Grainger North America Customer Service Associates (CSAs) use state-of-the-art technology tools needed to address inquiries and ensure member's expectations are met. Grainger North America's CSAs within the branch network are available during standard hours of 8:00AM to 5:00PM each day in the US and 6AM – 8PM in Canada in each time zone.</p> <p>Additionally, Grainger US CSAs are available 24/7 via email, toll free number or fax at 800-472-4643 24/7, 365 days a year for all critical needs.</p> <p>CSAs utilize a workforce planning software to ensure resources are available 24 hours a day. Utilizing this software, Grainger North America is able to accurately forecast volumes and handle work schedules based on historical and real-time needs. This capability allows Grainger North America to ensure adequate staffing levels to provide a consistent level of service throughout every interval of the day. Grainger North America uses phone routing logic that routes calls to the first available CSA. In emergency circumstances, calls are routed to the appropriate Grainger North American representative.</p> <p>As a North American MRO distributor, Grainger North America has incorporated sound quality management principles within its operating philosophy. We use a combination of proven approaches helps accomplish these objectives. We are dedicated to a culture of Continuous Improvement (CI) as the foundation of our Quality Assurance Plan. This set of concepts, principles and tools is used to create and deliver the most value to our customers. A critical part of CI is using a deliberate and iterative cycle of Plan, Do, Check and Adjust (PDCA) activities to drive quality.</p> <p>P-D-C-A: A key element is Continuous Improvement (CI). Continuous improvement is a set of concepts, principles and tools used to create and deliver the most value, from the customer's perspective while consuming the fewest resources. Grainger North America 's Lean-based approach to CI is based on the Plan-Do-Check adjust cycle. Grainger North America's objective is to improve how we do our work:</p> <ul style="list-style-type: none"> • Inventory Accuracy - measured monthly with minimum goal of 99% • Will Call Ready Rate – measured monthly with minimum goal of 95% of orders ready within 30 minutes • Product Availability – measured weekly with a goal of 95.6% of stocked items in stock • Inventory Turns – measured monthly against targeted turns of 2x-3x/year • Percentage of calls answered within 20 seconds. Grainger's goal is 88 - 92%. • Perfect Order / Order Accuracy - The percent of our order lines that are not returned or sent out again as a Free of Charge. Maintaining a 98% Order Accuracy Rate • Invoice Accuracy - Measures the percent of our orders that do not have credits/debits associated with them. Maintaining a 99.1% • Fill Rate: 98% order fill rate; 98% line fill rate • Same-day shipping is achieved for 99% of in-stock items within the continental U.S. when your order is received by 5 p.m. local time at the shipping facility.
29	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	Grainger North America can provide full service across all states, territories and provinces in the US and Canada
30	Identify any Sourcewell Member sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	If awarded, Grainger North America can and will continue to service Sourcewell Members in all sectors.
31	Define any specific contract requirements or restrictions that would apply to our Members in Hawaii and Alaska and in US Territories.	Grainger North America sees no contract requirements or restriction that would apply to Members in Hawaii, Alaska or the US Territories.

Table 7: Marketing Plan

Line Item	Question	Response *
32	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Grainger North America's marketing goal is to promote the relevancy and competitiveness of the new Sourcewell MRO contract to increase Member participation, understanding contract value and exceeding Member expectations. Our digitally-enabled, integrated approach will amplify our marketing efforts through the following plan:</p> <p>Targeted Advocacy Campaigns:</p> <ul style="list-style-type: none"> Press Release announcing new Sourcewell award Social media platforms broadcasts Updated Sourcewell Landing Page Direct mail catalog (Tools, Emergency Preparation, Safety, Fall/Winter Seasonal) Radio / television advertisements

Profile Sourcewell at trade shows and government events

Custom Member Landing Page: Upon login, the Member will be directed to Sourcewell custom content including contract Member pricing. The landing page will include contract benefits of particular services and solutions available under the new Sourcewell contract.

Member Enablement Toolkit: A toolkit that includes a marketing document providing an overview of contract benefits and relevant services and solutions. A marketing presentation will be designed to be member-facing.

Media Kit: This kit contains a bundle of Grainger North America-branded flyers, print ads and digital banner ads used to leverage in marketing and sales programs for Sourcewell.

As the incumbent of Sourcewell contracts 121218-WWG (MRO) and 121416-WWG (Public Safety), Grainger North America will leverage proven processes and practices to ensure seamless transitions for Members using this contract, increasing Sourcewell Member participation in the North America Public Safety portfolio, including enhanced focus on contract growth in Canada. Our proven process begins with formal and prescriptive training for our Sales Management and Direct Sales team.

Presented below are details of Grainger North America's three Training phases for Grainger Resources (Sales Management, Direct Sales Team, and Customer Service Associates):

Phase I: Promote Awareness of Sourcewell Contract

Training Venue: Multiple channels to share, store, and support internal teams dissemination and use of contract information

- Conference Calls - Conducted nationally by the Contract Enablement and Sales Leadership teams
- Customer Relationship Management (CRM) – Salesforce.com will be Grainger's repository for all Sourcewell Sales Leader and Sales Team specific training materials and contract information

Training Content & Tools: Overview of the new Sourcewell contract and implementation plan

- Member Benefits - Pricing, incentives, and product/services/solutions
- Contract terms and conditions - Contract term, freight, payment terms
- Implementation instructions - for current and potential members to realize the contract benefits quickly and easily
- Contract Benefits Awareness Material (CBAM) - Co-branded document providing an overview of the Sourcewell contract benefits, relevant services, and solutions

Phase II: Position Contract Benefits

Training Venue: Multiple channels to share, store, and support internal teams dissemination and use of contract information

- Virtual WebEx: Conducted nationally by the Contract Enablement and Sales Leadership teams
- WebEx's will be recorded and made available to all Sales Team members
- Develop Data Base: Relevant contract documents and training materials

Training Content & Tools:

- Sourcewell Cooperative Overview
- Contract Details
- Positioning Sourcewell and Contract Member Benefits through Grainger North America
- Breadth of Offer
- Achieving Member Needs and Goals
- Competitive Pricing
- Cost Savings Programs and Solutions
- Implementation Expectations and Execution Plans including Timelines
- Contract Benefits Awareness Material (CBAM) - Co-branded document providing an overview of the Sourcewell contract benefits, relevant services, and solutions
- Contract Benefits Presentation - Co-branded presentation providing overview of specific contract benefits and relevant services and solutions. Sales Team will leverage this customer-facing presentation to launch the new contract or educate a new group of contacts on an existing contract.

Grainger North America will collaborate with Sourcewell throughout the training process of its sales and management teams.

Phase III: Leverage Contract Value

- Ongoing Training: Grainger continually trains and leads its team members to grow Sourcewell Member participation through relevant product and service offerings
- Contract Updates: Grainger Sales Management and Direct Sales will receive updates on Sourcewell contract enhancements

33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Grainger North America's marketing efforts are primarily through digital channels, including paid search, display/programmatic, social media, email and Search Engine Optimization (SEO) – with more than one billion impressions and millions of clicks per month. We also continue to leverage more traditional channels, including radio and print (ranging from our iconic large catalog to smaller more targeted mailings). When partnering with Grainger North America, Sourcewell will have the force of a sophisticated, experienced marketing team with access to digital innovation to drive relevance, competitiveness and simplicity as part of the marketing lifecycle.</p> <p>Sourcewell Members will have access to www.Grainger.com and www.Grainger.ca, the largest industrial MRO sites in North America with more than 10 million visitors in 2017. The following technology and digital tools anticipate and provide relevant products and solutions to Sourcewell Members:</p> <ul style="list-style-type: none"> • Paid Search captures customer traffic reflecting MRO purchase intent in Google, Bing and Yahoo. Sourcewell Members are targeted with text and product listing ads. Paid search is highly scalable with over 100 billion searches placed on Google per month and large scale automation. It is highly measureable with immediate results and quickly identifiable trends to understand how Member needs evolve. • Search Engine Optimization (SEO) focuses on increasing visibility in non-paid search engine results. Through technical design and content, SEO improves the accessibility and relevancy of Grainger.com and Grainger.ca for Sourcewell Members. Grainger North America leverages third party tools to track performance metrics including keyword ranking, traffic and revenue to provide better Member experience. • Interactive Media uses data driven technology to optimize delivery of relevant digital ads to targeted customers. Grainger North America leverages online user data to serve Members with relevant messages. Interactive Media supports multiple businesses and marketing objectives. • Other Channels include Radio, Direct Mail, Catalog, Tradeshows and Marketing Collateral. For Direct Mail, we use statistical models to target Members with relevant offers and solutions. For radio and events, we use customer research and data to engage Members.
34	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	<p>Grainger North America anticipates continuing its strong relationship with Sourcewell and leveraging Sourcewell's reputation, credibility and insight in the marketplace. Through collaboration, we anticipate Sourcewell promoting the contract values through the following avenues:</p> <ul style="list-style-type: none"> • Promotional Campaigns - Alignment to Grainger North America capabilities (e.g. supply chain expertise and efficiencies, product depth and breadth, eCommerce, comprehensive programs such as sustainability, safety or inventory management) • Advertising and Marketing Collaterals - Cobranding Sourcewell and Grainger North America opportunities • Sourcewell Digital Presence - Links between Sourcewell and Grainger North America • Event Sponsorship - Collaboration with Sourcewell at trade shows and conferences <p>Integration of Contract into Grainger North America's Sales Team: Grainger North America will provide its Sales Team a robust Sourcewell contract implementation plan. This plan will provide specific actions to promote, plan, measure, and reinforce the new Sourcewell contract values. Integration progress will be tracked through Salesforce providing visibility to completion.</p> <p>In complex Member scenarios (e.g. multiple locations, large end-user community, multiple technology related solution requirements), Grainger North America assigns resources to facilitate and manage the implementation for both the Sourcewell Member and Grainger North America. A Member-specific execution plan can be constructed to focus on key initiatives to drive cost savings and improve productivity.</p>

35	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Grainger North America has extensive experience in facilitating government and education purchasing through electronic marketplaces. Members can connect (punch-out) to Grainger North America's real time online catalog from their system to see account specific pricing, create a requisition and return the shopping cart back to the marketplace for review and approval. Grainger North America can accept electronic orders in cXML, EDI or flat file formats, as well as send order acknowledgements and invoices in those same formats.</p> <p>Grainger North America has many ePro integrations with Jaggaer, Skyward, Workday, Tyler Technologies and all major marketplaces that serve the public sector and education segments. The list below reflects Grainger North America's experience and flexibility in offering members options throughout the purchasing process:</p> <p>Direct Connection to ERP: Grainger offers the ability to integrate our online catalog with Members' purchasing and ERP systems. Members who wish to punch-out directly from their ERP can access Grainger's online catalog and return the shopping cart back to their purchasing system to manage the order workflow.</p> <p>Content File: Grainger North America offers members the option of loading a content file which includes all contract products and their contract price into the member's system enabling the member to shop and purchase Grainger North America products through their internal systems. Often the content is associated with the Member's web-based purchasing application.</p>
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Table 8: Value-Added Attributes

Line Item	Question	Response *
36	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell Members. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Grainger North America offers multiple maintenance, technician or operator training programs to Sourcewell Members. All training is optional for Sourcewell Member selection. Value Add services are provided for no additional fees. Fee-Based services are priced according to the final selected Scope of Work.</p> <p>For additional details on these services, please see the Document named "Table 8_Line Item 36_ Grainger North America Value Add and Fee-Based Services" contained within the Zip File named "Grainger North America Additional Documents" uploaded to the "Additional Document" category in the Documents section of the RFP response template.</p>

37	Describe any technological advances that your proposed products or services offer.	<p>Grainger North America's product team continually reviews Member requirements to secure innovative technologically advanced products and services. Our current 1.7M US product offering has thousands of such items that evolve daily. Below are innovative proposed product additions that customers have been excited to purchase:</p> <p>CUT RESISTANCE GLOVE: The glove liner utilizes multiple layers of SuperFabric brand materials to provide the highest levels of needle and cut protection available on the market.</p> <p>LIGHT WEIGHT PROTECTIVE SHOE: The 100% nonmetallic footwear features a composite toe and nonmetallic eyelets that will not activate security screening devices. This footwear is constructed to reduce the accumulation of static electricity by conducting the body charge to the properly grounded flooring system.</p> <p>PROTECTIVE EYEWEAR: Anti-fog, scratch-resistant ballistic safety glasses. ESS ballistic lenses can withstand a shotgun blast.</p> <p>CERTIFIED NFPA 1975 STATION WEAR: These certified flame resistant FR garments from Workrite's Fire Service line provide an added layer of protection under your turnout gear and last longer than traditional cotton station wear.</p> <p>IMMERSON SUIT: Mustang Survival's Ocean Commander immersion suit is 45% lighter than conventional neoprene suits, is easy to get into and so flexible that it's ideal for abandonment procedures.</p> <p>Technology also allows Grainger North America to streamline the search and acquisition process permitting Members more efficient product search, better product comparisons and easier order completion. The focus of our internal technological development is to create an effortless experience for users.</p> <p>Mobile Apps (Grainger US Only): Mobile apps make it easy for Sourcewell members to get the products they need no matter what device they use or where their work takes them. For example, a member does not need to leave the job site to place an order for the product they need to get the job done.</p> <p>The Mobile app and mobile web solutions offer the great features of Grainger.com including:</p> <ul style="list-style-type: none"> · Search And Place Orders · Order Approval · Maintain Lists For Easy Reorder · Location Based Lists · Real-Time Product Availability · Barcode Scanning For Easy Reorder · Click to Chat With Product Photo – for Support · KeepStock® Order Scanning · Branch Locator for Product Pick Up · Order History <p>ePro Mobile (Grainger US Only): Members placing orders through their procurement system can use the Grainger mobile app. Members can use Grainger's mobile apps to generate requisitions from the work site and direct the requisition to the Grainger punch-out, allowing the member's purchasing agent to access the order and process it through its Jaggaer or other system.</p> <p>Budgeting (Grainger US Only): Grainger's Order Management System (OMS) on Grainger.com allows Sourcewell Members to manage spend more effectively by establishing spend limits and budgeting per employee. The OMS system gives an administrator the ability to configure spend limits, approval limits and default approvers per user. There is a budgeting capability to manage spend over a defined period of time. Reports can be generated to illustrate user's spend versus budget and data can also be exported in various formats</p>
38	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	<p>Grainger North America is committed to conducting business in an environmentally responsible manner while working to reduce energy use and minimize waste in our operations. To do so most effectively, we focus on the environmental challenges within the material parts of our business: our operations, our products and our supply chain. Our annual Corporate Social Responsibility Report provides on-going insight into our corporate sustainability efforts.</p> <p>US Green Initiative Focus:</p> <p>We work to improve our environmental performance across our value chain from our suppliers through our operations and our customers. We encourage stewardship in our operations and share our lessons with others. We partner with third party sustainability organizations, such as the CDP (formerly known as the Carbon Disclosure Project), the GreenBiz Executive Network, the U.S. Environmental Protection Agency, SmartWay® Program, UL Inc. (formally Underwriter's Laboratories, Inc.) and the U.S. Green Building Council to help us align our environmental investments with our stakeholders' expectations.</p> <p>Operations: We focus our efforts where we can have the most influence. Grainger's Distribution Centers account for roughly 38 percent of our operations and will proportionally increase as we expand our service offering. Inherent to this footprint is an opportunity for energy management. We closely monitor our energy consumption and improve our green energy mix by researching sustainable solutions to increase efficiency and utilize renewable energy. When possible, we invest in onsite renewable energy, purchase renewable energy credits and green tariffs.</p> <p>Products: Grainger provides customers with the products they need to keep their businesses running over the long term. As part of this, we work to understand how these products affect the environment. Our customers have increasingly requested environmentally preferable products (EPP) and we stock them to improve our service. Our EPP portfolio helps customers maintain sustainable facilities through efficient energy management, water conservation, waste reduction and air-quality improvement. The Grainger EPP portfolio</p>

includes more than 114,000 SKUs, 26 EPP product certifications and 46 EPP product attributes. The portfolio also spans more than 600 brands across 672 product categories. More than 15% of Grainger suppliers offer products featured within our environmentally preferable product portfolio.

For a product to be classified as environmentally preferable it must maintain one or more environmentally preferable attributes or third-party certifications such as WaterSense®, ENERGY STAR® or Green Seal. Our suppliers inform Grainger of the product certifications and attributes their products may carry. Then an independent 3rd Party, Underwriters Laboratory Inc. (UL Environment), verifies the viability of the certification or attribute claims. Grainger also works with UL Inc. to ensure that the most current certification and attribute options are identified.

Sourcewell members can easily identify environmentally preferable products on Grainger.com. When searching for products simply look for our Green Leaf icon. This indicates that the select product has a UL validated certification and/or attribute. On Grainger.com members can filter any product search results to view environmentally preferable options.

Grainger EPP Portfolio - Product Certifications & Certification Bodies:

Our environmentally preferred product portfolio is featured on the Green Resources landing page on Grainger.com.

Services: Grainger Lighting Solutions (GLS) and Grainger Energy Services (GES) provide a network of qualified, insured and licensed service providers that help identify and facilitate a variety of energy savings projects that impact the bottom line.

Comprehensive Services Include:

- Multiple Energy and Water Saving solutions
- Audit and Financial Analysis
- Material, Contractor and Project Management
- Installation by Qualified, Insured and Licensed Service Partners
- Identification of Applicable Incentives and Rebates
- Disposal and Recycling

For more information visit the Grainger Energy Services landing page on Grainger.com.

Hazardous Recycling Services: Grainger's recycling services solve the disposal problem for environmentally hazardous bulbs, dry batteries, and ballasts.

1. Recyclable Kits: When you buy our specialized recycling kits for fluorescent lamps, ballasts or dry batteries, you're buying a whole turnkey service for one all-inclusive price. For larger volume needs Grainger offers bulk pick-up. We will custom design a program that works for you. This service encompasses lamps, ballasts, batteries, electronics, and mercury.

Each kit includes:

- Special UN/DOT approved container
- Pre-printed label with instructions
- Toll-free number for pickup
- Certificate of reclamation

2. Grainger Branch Programs: Grainger offers customers the opportunity to deposit recyclable items in collection boxes for no additional charge in Grainger branches through our partnership with EnviroLight , specialized recycling services.

3. Additional Supplier Based Programs: Grainger works with our key suppliers to provide the current following no-fee and fee-based program's for Members.

- Grainger offers recycling kits available for purchase on Grainger.com for many of the items listed above provided by EVERLIGHTS, RECYCLEPAK & SUPPLYPAK. Further details and kit specifications can be easily obtained by entering the search term "recycling kits" on Grainger.com.
- Georgia-Pacific's (GP) Dispenser Refurbish, Recycle, Reuse (RRR) Program provides a no-charge end of life solution for old paper towel and toilet paper dispensers. The GP team removes old dispensers and reuses components. Old dispenser components are utilized in manufacturing new products, such as computers and automobile parts. Dispensers are picked up at the end user's location.
- Georgia-Pacific provides a no charge service developed to reduce the number of batteries in landfills in partnership with CALL2RECYCLE. Through this service, boxes can be provided to customers for collection of used batteries. Boxes are picked up at the facility and new boxes provided for continued collection and environmental disposition.
- GOJO will coordinate the removal, transport and sustainable disposal of old hand soap and sanitizer dispenser materials when completing a GOJO managed dispenser installation project.
- For Members utilizing LOCTITE® Anerobics or Light Cure Technologies, Henkel offers a solution to help you meet recycling goals and recycle items that were previously non-recyclable. Through an innovative partnership with TerraCycle®, boxes can be purchased that enable convenient return shipping and recycling.
- Stanley Black & Decker offers a no-charge end of life solution for DEWALT, BLACK&DECKER, STANLEY TOOLS & BOSTITCH brands.
- Tyvek Protective Apparel can be recycled through DuPont's Recycling Program.

Grainger's Mid-Stream Utility Rebate Program: For Sourcewell Members in eligible zip codes, Grainger identifies utility rebates applicable to LED Lighting and other items.

Canada Green Focus

Grainger Canada has implemented a robust environment, health and safety management system and is currently assessing compliance and consistency with ISO 18001 and ISO 14001 standards. As a distributor of products, our significant environmental impacts are quite low in comparison to many other industries.

In line with our vision to be an outstanding business partner for our targeted customers and suppliers and to be a good corporate citizen, Grainger Canada has implemented a number of environmental initiatives and practices over the past few years.

Environmental Products & Catalog: We continue to work with our suppliers to promote goods and services that are environmentally responsible. The Grainger Canada catalogue has a green designation for a selection of products that can help reduce your company's impact on the environment. The products bear this symbol throughout the catalogue. Over 1,600 items in our product offering are classified as environmentally friendlier. Examples include:

- Paint products that are lead free and in some instances solvent free
- Higher solid content spray paints to reduce fugitive emissions
- CFC and fluorocarbon free propellants in spray cans
- Biodegradable skin care products
- Solvent free parts cleaning and degreasing agents
- Biodegradable cleaning agents
- Solvent recovery systems
- Environmental remediation products

Grainger Canada also participates in a number of product stewardship programs in several provinces to help with the recovery and recycling of a number of products such as paint, batteries, oil, oil filters and oil container, antifreeze and antifreeze container.

Best Practices and Programs: In addition to our various product lines, we also have a number of internal practices to support the environment. Grainger Canada locations participate in recycling activities in most of our office environments recycling such items as paper, cardboard, organic waste cans and bottles. Our distribution centers also participate and recycle and reuse as much as possible. This includes cardboard, wooden pallets and packaging. To facilitate this level of recycling we have installed bailers and compactors to ensure as high a capture rate as possible. Our powered industrial equipment in each distribution center is electric, further reducing our carbon footprint.

Various energy efficiency initiatives such as the use of programmable thermostats, energy efficient lighting, air curtains, roof top turbines and de-stratification fans have been installed or are planned in many facilities. These measures help to reduce energy usage, costs and the associated carbon footprint. Grainger Canada has an agreement with Bullfrog Power to purchase 100% renewable electricity for some of our locations, this initiative started back in November 2008.

From a real estate perspective, we conduct a phase 1 environmental site assessment and, where warranted, a phase 2 environmental site assessment prior to the purchase of any new property. This ensures that we do not purchase properties that may have historic contamination and other related environmental issues. We also conduct environmental monitoring of our owned sites to ensure operations do not have a detrimental effect on the environment. If contamination is found, it is cleaned using the latest technology and scientific methodologies.

Environmental Initiatives with Customers

Grainger Canada works with customers throughout Canada to help eliminate waste, environmental impact and recycling costs with our bin delivery programs. Examples of how we help customers reduce their carbon footprint:

- University of BC was able to remove over 1.5 tons of packaging from landfills
- City of Calgary replaced 73 boxes in 1 month and eliminated 900 boxes over the course of 1yr.(1,100 lbs. of cardboard)
- Grainger Canada has partnered with a major University to help decrease their environmental impact by; consolidating suppliers, reducing shipments, eliminating cardboard waste, acquiring goods manufactured locally and supporting them with a full line of environmentally friendly products
- Grainger Canada has shown this customer a consolidation of deliveries from 10 to 4 a week (43,434KM's /yr. to 4,140KMs). This equals an 88% reduction in CO2. There has also been a reduction in cardboard waste from 14.33 tons a year to 1.65 tons
- Grainger Canada is committed to complying with all applicable environmental legislation.

We have internal specialized professional staff that monitors this legislation to ensure that we have the right processes, practices and products in place

We will continue to work with suppliers and review internal practices to ensure we take a proactive approach to managing business in a way to minimize impact on the natural environment.

Product and Suppliers

As Canada's leading distributor of industrial and safety MRO products, Grainger Canada, takes its environmental role seriously. Our vendor and product selection processes are designed to ensure, where available, the products we distribute are designed to conserve and protect the environment in which we live. These criteria include:

- Vendors business practices, values and environmental policies
- Recycled content of the product
- Recyclable packaging
- On-going product development
- Energy efficiency
- Safety and meeting all Canadian regulations for product certifications

For additional information, please see document named "Table 8_Line Item 38_Grainger North America Sustainability Overview" contained within the Zip File named "Grainger North America Additional Documents" uploaded to the "Additional Document" category in the

		Documents section of the RFP response template.
39	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>As a distributor of products worldwide, it is our duty to ensure our supply chain operates responsibly. We work closely with suppliers to minimize unnecessary packaging and waste while maximizing recyclable materials.</p> <p>Grainger boxes are made from 43% post-consumer content, certified by the Sustainable Forestry Initiative, and fully recyclable. These boxes will be used to ship products covered in this proposal to Sourcewell Members upon award.</p> <p>In addition, there are items in our Proposal that are eligible for a Manufacturer Take-Back recycling program to help reduce solid waste disposal.</p>
40	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	<p>Grainger US has two best in-class industry programs to help our customers meet their WMBE and/or SBE goals. Grainger has over 20 years of successful experience offering diverse companies opportunities through two core programs.</p> <p>1. Grainger's Small and Diverse Supplier Program – This tier-two program affords customers with access to diverse (ESB/MBE/WBE/DV & DBE) manufacturers and suppliers through our catalogs and distribution channels. Grainger's Small and Diverse Supplier Program allows customers to buy WMBE and/or SBE products directly from Grainger and receive regular reporting that shows WMBE and/or BE products purchased by the customer. Products provided by diverse manufacturers and suppliers are identified as part of the supplier diversity program with the following symbol.</p> <p>2. Grainger's Distributor Alliance Program - This tier-one program allows customers to buy Grainger products directly from authorized diverse business entities (DBEs) that have partnered with Grainger. Currently there are over 70 DBE's that have been vetted by Grainger and support the needs of many customers that have MWBE and/or SBE tier one goals. In the Distributor Alliance reseller program, the customer can leverage these companies' capabilities, experience and expertise to meet diverse goals.</p> <p>In Canada, Grainger Canada has been highly involved with many aboriginal groups across Canada. Our policy to work with local aboriginal groups has been a long-standing initiative and has driven many innovative programs between Grainger Canada and aboriginal groups. Grainger Canada was highly involved in a three-way partnership with Suncor and the Mikisew Cree First Nation to setup Mikisew Sling and Safety. This has been a successful partnership and Grainger Canada has leveraged its industry and management expertise, as well as distribution capacity, to assist Mikisew with its continued growth over the last several years. Since their partnership began with Grainger Canada, their sales have increased from \$470,000 to over \$1.8 Million annually. We helped Mikisew to define their target market, expanded our inventory position with their product lines, supported business education, develop relationships with some of our largest customers and had an aggressive merchandising program throughout our branch network. Grainger Canada distributes Mikisew Sling and Safety products nationally and the company now employs approximately 25 First Nations members at a state-of-the-art facility in Edmonton.</p> <p>In addition to Mikisew Slings, Grainger Canada has been involved with the joint market development for Fort Chipewyan Manufacturing to develop wristolet product for use at Suncor and Syncrude. This company was formed in 1998, has continued to grow and is now manufacturing a number of items. Although Grainger Canada does not distribute this product, we worked closely with our customers and our suppliers including DuPont to assist the set-up and on-going improvement of this business. In this case, Grainger Canada assisted in the setup of the business and removed itself from the supply chain in order to facilitate a direct relationship between Fort Chip and the customers. This was the only way to make the program financially viable.</p> <p>These efforts are further facilitated by Grainger Canada's strong support of organizations such as the Canadian Aboriginal and Minority Supplier Council (CAMSC), the Canadian Aboriginal Mining Association (CAMA), and the National Aboriginal Achievement Awards. Grainger Canada is proud to be the only MRO and safety distributor that is a member of CAMSC and a multi-year sponsor of CAMA.</p>

41	What unique attributes does your company, your products, or your services offer to Sourcewell Members? What makes your proposed solutions unique in your industry as it applies to Sourcewell members?	<p>Grainger North America has the broadest and deepest MRO inventory available in the US and Canada in an intensively competitive market sector. Product is ready for shipment across every category. An advanced supply chain infrastructure is driven by the customer needing product now. Grainger North America's investment in ecommerce and digital platforms yields advanced product search, meaningful assistance and comparison and a most efficient and accountable ordering process. Grainger North America's employees, our most important investment, have expertise and commitment to assist with product selection, and to assure availability and timely delivery. Our technology experts design and innovate our information systems and digital platforms. Overall our employees bring distinction and merit critical to customer choice.</p> <p>Grainger North America's experience in serving Sourcewell Members has given us insight to comprehend the challenges public agencies face and to bring our attributes to assist in addressing them. Public servants know well the costs associated with acquisition beyond product price - searching for products, leaving facilities to shop, repetitive procurement processes, maintaining inventory of product infrequently needed yet critical when it is and the high cost of spot purchases. The competitive market leveraged by Sourcewell's comprehensive solicitation assures reasonable pricing across all MRO product and service categories; our offer being the most competitive to date. The breadth and depth of Grainger North America MRO inventory and its distribution network centered on next day delivery results in quantified cost savings. Our offer also engages Grainger North America's advanced information systems to assure compliance and audit acumen expected of public expenditure and can be structured to the individual agency.</p>	*
42	Identify your ability and willingness to provide your products and services to Sourcewell member agencies in Canada.	<p>Our proposal is a North American response. It is intended to serve Sourcewell Members throughout the US and Canada.</p> <p>Grainger Canada is Canada's leading broad-line distributor of industrial, safety and fastener products. Grainger Canada operates 31 branches and four distribution centers across Canada. These facilities represent more than three million square feet of warehousing and over \$275 million of inventory. Offering more than 476,000 in-stock items to more than 65,000 customers in Canada, Grainger Canada provides its customers access to products online at acklandsgrainger.com and through a customized catalog, in English and French. Grainger Canada has been providing innovative solutions and industry-best customer service for over 125 years across Canada to a wide variety of industries. Grainger Canada's business is successful because it has the best team in the industry, backed by a strong foundation of supply chain and systems. This combination enables us to deliver excellent service to Canadians and the needs of organizations like Sourcewell.</p> <p>Furthermore, Grainger Canada strives to build strong partnerships with key manufacturers to offer the broadest selection and best products available in the marketplace. With over 1,000 key suppliers, we continue to improve our position as the market leader in Canada. In addition to our many recognized brand name products, we also offer a wide selection of private-label products. We continue to search for new and innovative products and best-in-class manufacturers that provide our customers an attractive product offering that meets MRO needs. This network and existing partnership with the manufacturers that Sourcewell Members trusts, allows us to provide the best prices, the best availability and the best service</p>	*

Table 9: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
43	Do your warranties cover all products, parts, and labor?	All warranties cover all products/equipment parts. Grainger North America doesn't provide labor, unless manufacturer's warranty covers labor.	*
44	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Grainger North America shall have no liability for, and expressly disclaims any warranty, express or implied, including (i) the implied warranties of merchantability and fitness for a particular purpose and (ii) any warranty or affirmation of fact related to misuse, improper selection, recommendation, or misapplication of any product.	*
45	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	This is not applicable because Grainger North America is a distributor, not a manufacturer, and therefore does not have technicians on staff that perform warranty work on products sold.	*
46	Are there any geographic regions of the United States (and Canada, if applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?	Grainger North America, as nationwide distributors of Maintenance, Repair and Operations products, generally will not be the manufacturer and service provider for the majority of the products offered pursuant to the awarded contract. Upon request, the manufacturer of a given product will address the geographic availability of a warranty repair technician.	*

47	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	<p>Many of the Products listed in Grainger North America's General Catalogs and included in this proposal are warranted by the manufacturer to the final user. Upon request by Buyer, as a service for the Term of this Agreement, Grainger North America will obtain copies of manufacturers' consumer warranties and will furnish them free of charge to Buyer. Such requests must include the Grainger's stock number and the manufacturer's model number (if shown) of each Product for which a copy of the warranty is requested. Grainger may also furnish sales brochures and other literature of the manufacturer. Grainger North America assumes no responsibility for the content or coverage contained in any manufacturer's warranty or sales literature by providing this service.</p>	*
48	What are your proposed exchange and return programs and policies?	<p>Grainger US Exchange and Return Policy: Returns for Grainger catalog products can be made up to one (1) year from the date of purchase. Returned product must be in original packaging, unused, undamaged and in saleable condition. Proof of purchase is required. Grainger will either replace the product or issue a credit for the purchase price.</p> <p>Grainger Canadian Exchange and Return Policy: Any cancellation or return must be approved by Grainger Canada (at its discretion), be accompanied by proof of purchase, and may be subject to restocking or other charges. Any returns due to shipping errors, damage or loss must be reported to Grainger Canada immediately. For returns not related to damage or loss during shipping, product must be returned within 30 days of shipment and be in original package and re-saleable condition. Returns can be made to Grainger Canada; however, Grainger Canada will only accept returns on products purchased through Grainger Canada. Returns of custom sourced products may not be permitted.</p>	*
49	Describe any service contract options for the items included in your proposal.	<p>In addition to our product line offering, Grainger North America offers select service contracts either directly or via our supplier/manufacturer network, in support of our product offering. Grainger North America will work with Members to review and assess which service opportunity is best suited to satisfy the Member's operational needs.</p> <p>Additional Safety Equipment Technical Services (available through Grainger Canada only): Grainger Canada provides services that deliver convenient solutions to maximize productivity, reduce the risk of injury and minimize costly downtime by keeping your safety equipment running smoothly. Your local Grainger Canada team will coordinate all of your calibration, certification, repair and rental needs via one of our 3 Service Centers or mobile at your location (some restrictions and fees apply). Our Services include:</p> <ul style="list-style-type: none"> • Functional Flow Testing of Self-Contained Breathing Apparatus (SCBA) • Functional Flow Testing of Supplied Air Breathing Apparatus (SABA) • Hydro Static Testing of cylinders • Internal Visual Inspection of cylinders • Cylinder Recharge • Fit Testing Services on all mask types • Rental of Scott & MSA packs & bottles • Repair, maintenance of Breathing Air Compressors <p>Grainger Canada's factory trained and certified technicians are committed to providing quality repair, maintenance and calibration services to your equipment. We provide the highest quality service, in compliance with all manufacturing and regulatory requirements such as NFPA and Transport Canada. To ensure downtime is eliminated, we also have available a fleet of equipment for rental, including:</p> <ul style="list-style-type: none"> • Confined Space Equipment (i.e. tripods & retrievals) • Fall Protection (i.e. Self Retracting Devices) • SCBA Units • Ventilation Kits (i.e. air carts) • Gas Detection (i.e. personal monitors, docking stations) 	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *
50	What are your payment terms (e.g., net 10, net 30)?	Grainger North America's payments terms are NET 30.
51	Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?	Grainger North America does not offer leasing or financing options at this time.
52	Describe your formal trade-in program or policy for the products or equipment offered in your proposal, if any. Upload trade-in program materials (if applicable) in the document upload section of your response.	At time of submittal, Grainger North America does offer any formal trade-in programs
53	Briefly describe your proposed order process. Include enough detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.	Grainger is proposing a Business to Government order process, through a Grainger or Grainger Canada branch or any of the multiple EDI platforms. Grainger North America utilizes SAP's innovation for reporting, transactional, planning, logistical and operational needs of the facilities maintenance marketplace and especially to meet our customers' reporting requirements. Grainger North America can provide quarterly sales data to Sourcewell
54	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?	Grainger North America accepts all types of VISA, MasterCard, Discover Card and American Express (AMEX) cards as a means of payment. There is no additional cost to Members for this process

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *
55	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Our North American offer encompasses significant discounts across the requested categories. These category discounts are applied to Grainger North America's Contract Reference Price (CRP). Introduced in 2017, CRP is the new product pricing basis for contract customers. CRP is market-based and lower than our historic List Price and thus makes more products attractively priced and simplifies the purchasing process. CRP is stable and only subject to change three times per year. Because CRP is lower than Grainger North America's prior List Price, contract category discounts are also lower. It is therefore important to compare the "final" product prices, as a larger discount percentage offered by a competitor may not yield a lower final product price. For Sourcewell Members, CRP is found on Grainger.com and Grainger.ca when Members log into their account. The CRP at the time of purchase will be the price to which any contract discounts will be applied. The offered category discounts are fixed through the life of the contract across identified categories. Grainger North America's proposed category discounts are identified in the Document named "RFP #032620 Grainger North America Category Discounts" which has been uploaded to the "Pricing" category in the Documents section of the RFP response template.
56	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	The discount range in this offer represents 15%-22% off Grainger North America's Contract Reference Price (CRP) as defined in Line Item 55
57	Describe any quantity or volume discounts or rebate programs that you offer.	Large Order and Volume Discounts: Grainger North America has years of experience working with Sourcewell Members on individual projects and discounted pricing. Grainger North America will continue to work with Sourcewell Members to leverage additional discounts for large, single orders, based on size and scope. Customer Specific Pricing (CSP): Grainger North America recognizes the importance of providing Members with relevant pricing for specific products in special circumstances. Deeper discounted pricing can be sought in the form of Customer Specific Pricing (CSP) as it relates to specific opportunities.

58	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Grainger North America's Sourcing Team procures facilities maintenance products and services beyond the Grainger catalog. With access to more than 5 million products and more than 15,000 suppliers, this team provides a total cost solution for acquiring infrequent and low demand items. Grainger North America has business relationships with manufacturers critical to Member operations. Quotes for "sourced" products will be supplied for each such request	*
59	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Grainger North America includes all costs associated with product and product related services purchased by our customers in our pricing submittal. Our pricing is transparent. The price quoted or invoiced is the total cost of acquisition for the product and/or product related service to be paid by the customer.	*
60	If freight, delivery, or shipping is an additional cost to the Sourcewell Member, describe in detail the complete freight, shipping, and delivery program.	Grainger North America offers the Sourcewell Member pre-paid freight on standard ground shipments. Title transfers to Sourcewell Members at time of delivery, FOB Destination. Other terms and fees may apply for shipment of export orders and orders placed for Sourced Products. Charges and fees incurred for additional services, such as expedited delivery, carrier or special handling by the carrier, air freight, freight collect, export orders, hazardous materials, customer's carrier, shipments originating within the U.S. and shipping outside the contiguous U.S.; shipments originating in Canada and shipping outside Canada, will be paid by Member. There are no additional charges for travel.	*
61	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Grainger North America offers the Sourcewell Member pre-paid freight on all standard ground shipments originating in Canada and shipping in Canada. Alaska and Hawaii also receive pre-paid freight on standard ground shipments. Sourced products may have other terms or fees that apply for shipment of product in Canada, Alaska and Hawaii, as well as export orders. Charges and fees incurred for additional services, such as expedited delivery, carrier or special handling by the carrier, air freight, freight collect, export orders, hazardous materials, customer's carrier, or other special handling by the carrier, will be paid by Member.	*
62	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Grainger North America's advanced technology and multiple distribution channels delivers product to Members where and when they need it. The unique combination of broad on-hand inventory strategically located across North America in distribution centers and branches provides unrivaled product availability: <ul style="list-style-type: none"> • On-hand Inventory \$1.5 billion and more than 1.7M products • Technology Investment and Supply Chain Expertise that forecasts Member needs to ensure product availability by locating inventory near the Member throughout the distribution network • Product ordered by 4PM, 95% of customers receive next day Grainger North America provides the best combination of product selection, depth of inventory locally available, speed of delivery and ordering simplicity through a network of 280 branches and 17 distribution centers across North America. Throughout Grainger's network, we carry over \$1.5 billion in inventory on hand every day provided by over 7,600 Grainger North America supplier and manufacturer agreements	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
63	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
64	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.	Grainger North America takes contract compliance very seriously. Understanding the processes and related system functionality required to operationalize the terms of the contract is crucial to fully adhering and complying with all contractual provisions. Grainger North America knows this well and is experienced in ensuring its processes and systems are designed to drive contract compliance, including pricing compliance and administrative fee payments. Grainger North America's approach includes people, processes and systems. The starting point is the Member's account number to which pricing is linked. Pricing is linked at the inception of the Sourcewell contract for previously aligned Sourcewell Members and for any new Member requesting to participate on the Sourcewell contract. We do much more to ensure that accurate contract pricing is continually delivered to Sourcewell Members. Monthly pricing reviews are performed ensuring each Sourcewell Member receives valid contract pricing. If there are any inconsistencies, we ensure adjustments are made and the Member is credited.
65	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Grainger will provide Sourcewell with a Direct Sales Administrative Fee ("DSAF") of Two Percent (2%) on all North American Product Purchases pursuant to an awarded contract. Grainger will provide Sourcewell with a Direct Sales Administrative Fee ("DSAF") of One Percent (1%) on all Member's Distributor Alliance Program purchases, pursuant to an awarded contract. Member utilization of Grainger's small business Distributor Alliance Program must first be documented by Grainger in a Statement of Work specific to each Member. Grainger will provide Sourcewell with a Direct Sales Administrative Fee ("DSAF") of One Percent (1%) on all Plus Program Member's Product Purchases, pursuant to an awarded contract. Qualifying purchases are those purchases made by a Sourcewell Member from Grainger pursuant to the awarded contract and shall include total net invoice price less freight, taxes, returned products and credits. Grainger will calculate the DSAF amount quarterly and provide the DSAF payment to Sourcewell within forty-five (45) days from the end of the quarter. Grainger will provide a quarterly DSAF report to Sourcewell within forty-five (45) days from the end of the quarter.

Table 14: Industry Specific Questions

Line Item	Question	Response *
66	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Grainger North America uses a number of internal metrics to track and measure success with the contract. These include, but not limited to: <ul style="list-style-type: none"> - Members sales vs. prior on a month-to date and year-to-date basis - Members sales vs. prior on a month-to date and year-to-date basis sorted by Grainger North America Seller, District or Region - Members sales vs. prior on a rolling 3 month and 12 month basis - Member sales by product category - Member sales by individual item number - Member Procurement Tendencies reports - Member Green item purchases - Member Ecommerce sales <p>These metrics can also be measured on a total Sourcewell member basis. All of these metrics help Grainger North America's Sales team to identify and share successes/best practices, to identify growth opportunities and to identify gaps requiring corrective action. They also act as tools for strategic account planning and tactical execution activities.</p>

67	Describe the unique design and feature attributes of the products and/or equipment offered in your proposal.	<p>Grainger North America's product team continually reviews Member requirements to secure innovative technologically advanced products and services. Our current 1.7M US product offering has thousands of such items that evolve daily. Our partnerships with major manufacturers provide us with the ability to offer Sourcewell Members access to relevant solutions across a wide array of products/equipment. Grainger offers unique design and feature attributes of products offered in our proposal including, but not limited to:</p> <p>CUT RESISTANCE GLOVES: The glove liner utilizes multiple layers of SuperFabric brand materials to provide the highest levels of needle and cut protection available on the market.</p> <p>LIGHT WEIGHT PROTECTIVE SHOES: The 100% nonmetallic footwear features a composite toe and nonmetallic eyelets that will not activate security screening devices. This footwear is constructed to reduce the accumulation of static electricity by conducting the body charge to the properly grounded flooring system.</p> <p>PROTECTIVE EYEWEAR: Anti-fog, scratch-resistant ballistic safety glasses. ESS ballistic lenses can withstand a shotgun blast.</p> <p>CERTIFIED NFPA 1975 STATION WEAR: These certified flame resistant FR garments from Workrite's Fire Service line provide an added layer of protection under your turnout gear and last longer than traditional cotton station wear.</p> <p>IMMERSION SUIT: Mustang Survival's Ocean Commander immersion suit is 45% lighter than conventional neoprene suits, is easy to get into and so flexible that it's ideal for abandonment procedures.</p>
68	Describe available options for customization of the products and/or equipment offered in your proposal.	<p>Through select supplier partners, Grainger US has the ability to customize Workwear items including custom embroidery, heat press and screen-printing. Grainger US will engage its internal expert resources and external supplier partners to assist with related virtual or on-site activities.</p> <p>In addition, Grainger US has the ability to customize head protection/hard hats with Sourcewell Members' logo or message. Sourcewell Members can apply their logo or unique message to promote their brand or for easy identification. They decide the size, configuration or message—Grainger will take care of the rest.</p> <p>Note: Orders are for direct shipment only. These orders will not be available for pick-up at a Grainger branch location.</p>
69	Explain your processes for sizing, fitting, and the alteration of the products and/or equipment offered in your proposal, as applicable.	<p>As a distributor, Grainger US partners with a wide range of suppliers to fulfill the sizing, fitting, and alteration requirements related to products in this proposal. The following provides 3 examples, at a high-level, of these processes:</p> <p>Grainger US Supplier Partner: 5.11 Tactical Solutions: Firefighter & EMS Stationwear</p> <p>End users can order 5.11 Tactical products through Grainger and have them professionally embellished with expert customer service, custom embroidery, heat press, screen-printing and alterations. Precision alterations are available for clothing, hats, vests, uniforms, outerwear, backpacks, bags and other gear. Capabilities include hemming, sleeve adjustments, stripes, patches and badge tabs, to adding mic tabs, epaulets, zippers and pockets. Grainger customers are served by a dedicated customer service team and priority production scheduling.</p> <p>Grainger US Supplier Partner: GH Armor Solutions: Body Armor for Firefighters or Paramedics/EMT's</p> <p>Grainger customers are supported by a dedicated national account manager to support Grainger customers nationwide. Local GH Armor representatives are available to provide expert assistance with sales, service and training. Customer needs are supported by expert customer service team members. On-line resources are available to provide guidance on proper wear and laundering. Trained resources are available to support the sizing process on-site as needed in partnership with local Grainger sales representatives.</p> <p>Grainger US Supplier Partner: Fire-Dex Solutions: Turnout Gear & Wildland Fire Apparel</p> <p>Every Fire-Dex product category has unique sizing and customization parameters. Fire-Dex provides sizing gear to support all product categories. Having a future wearer try on a garment and work through a series of job-related exercises is the best method used to insure a proper sizing. Sizing gear is provided on-loan upon request. Fire-Dex partners with Grainger to identify the best approach towards sizing, alterations and fitting for the items in this proposal.</p>

70	If you provide on-site or in-person sales, service, training, and/or support, explain how those activities are handled and the unique attributes of your process.	<p>Grainger North America works with our General Catalog manufacturers and suppliers to align training programs with Member needs. Grainger North America's Environmental, Health and Safety Services can help you prevent workplace injuries, illnesses and fatalities. Through our network of qualified, insured and licensed service providers, we can provide Sourcewell members with comprehensive solutions that help meet their safety goals.</p> <p>A wide range of EHS topics are available to equip individuals with the knowledge needed to effectively perform their tasks safely. These training opportunities are available through an online experience or led by an instructor at your location. Grainger North America will engage its internal expert resources and external supplier partners to assist with virtual or on-site sales, service, training and/or support activities. These will be coordinated with all appropriate parties as to date, time, duration and location that best suits the scope of the activity/opportunity.</p> <p>Examples:</p> <p>Supplier Partner: Avon Solution: webinar and/or onsite support regarding form, fit, function, storage and cleaning of respirators.</p> <p>Supplier Partner: Cairns Solution: Virtual and/or onsite product training on the innovation of their fire helmet products. Supplier Partner: Fire-Dex Solution: NFPA 1851 turnout gear cleaning, inspection, decontamination and repair training workshops.</p> <p>Grainger Canada provides services that deliver convenient solutions to maximize productivity, reduce the risk of injury and minimize costly downtime by keeping your safety equipment running smoothly. Your local Grainger Canada team will coordinate all of your calibration, certification, repair and rental needs via one of our 3 Service Centers or mobile at your location (some restrictions and fees apply). Services include:</p> <ul style="list-style-type: none"> • Functional Flow Testing of Self-Contained Breathing Apparatus (SCBA) • Functional Flow Testing of Supplied Air Breathing Apparatus (SABA) • Hydro Static Testing of cylinders • Internal Visual Inspection of cylinders • Cylinder Recharge • Fit Testing Services on all mask types • Rental of Scott & MSA packs & bottles • Repair, maintenance of Breathing Air Compressors <p>Grainger Canada's factory trained and certified technicians are committed to providing quality repair, maintenance and calibration services to your equipment.</p>
71	Describe your compliance with applicable national standards for the products and/or equipment offered in your proposal, such as: National Fire Protection Association (NFPA), Occupational Safety and Health Administration (OSHA), and American National Standards Institute (ANSI).	<p>As a distributor, Grainger North America relies on our vetted, insured suppliers to provide products in accordance with all state, local and federal compliance regulations. In order for a supplier or manufacturer to work with Grainger, they must review our Code of Ethics and comply with Grainger's Supplier Handbook which requires compliance to all regulations. This includes providing accurate and up-to-date information as to their products' compliance to national standards such as NFPA, OSHA and ANSI which will be denoted in the product description for such items. These descriptions can be found on www.grainger.com and/or www.grainger.ca</p>

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
 - [Financial Strength and Stability](#) - Grainger North America Financial Strength and Stability.zip - Wednesday March 25, 2020 12:29:01
 - Marketing Plan/Samples (optional)
 - WMBE/MBE/SBE or Related Certificates (optional)
 - Warranty Information (optional)
 - [Pricing](#) - RFP #032620 Grainger North America Category Discounts.pdf - Wednesday March 25, 2020 12:29:37
 - [Additional Document](#) - Grainger North America Additional Documents.zip - Wednesday March 25, 2020 12:30:12

Proposers Assurance of Comp

PROPOSER ASSURANCE OF COMPLIANCE

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell member agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this RFP and any resulting Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP; and, the Proposer has not participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above named solicitation.
3. The contents of the Proposer's proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or agent of the Proposer and will not be communicated to any such persons prior to the official opening of the proposals.
4. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted and included with the Proposer's Proposal.
5. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
6. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Andrew Darpino, Sr. Government Sales Manager, W. W. Grainger, Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

Yes No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_7_Firefighting_Pers_Protect_Eqpt_RFP032620 Thu March 19 2020 10:31 AM	<input checked="" type="checkbox"/>	2
Addendum_6_Firefighting_Pers_Protect_Eqpt_RFP032620 Fri March 13 2020 02:36 PM	<input checked="" type="checkbox"/>	--
Addendum_5_Firefighting_Pers_Protect_Eqpt_RFP032620 Wed March 4 2020 05:07 PM	<input checked="" type="checkbox"/>	1
Addendum_4_Firefighting_Pers_Protect_Eqpt_RFP032620 Thu February 27 2020 03:55 PM	<input checked="" type="checkbox"/>	2
Addendum_3_Firefighting_Pers_Protect_Eqpt_RFP032620 Mon February 10 2020 06:01 PM	<input checked="" type="checkbox"/>	1
Addendum_2_Firefighting_Pers_Protect_Eqpt_RFP032620 Thu January 30 2020 05:45 PM	<input checked="" type="checkbox"/>	--
Addendum_1_Firefighting_Pers_Protect_Eqpt_RFP032620 Mon January 27 2020 09:48 AM	<input checked="" type="checkbox"/>	--