



KingCounty

Finance and Business Operations Division
Procurement and Contracts Services Section
Department of Executive Services

CNK-ES-0340
3rd Floor
401 5th Avenue
SEATTLE, WA 98104

206-263-9400 Ph
206-296-7676 Fax
TTY Relay: 771
www.kingcounty.gov

CONTRACTOR:
WCP SOLUTIONS
23200 64TH AVE S

KENT, WA 98032-1845 United States
Fax: (253) 8501153

SHIP TO:
KC DES FBOD PCSS GOODS AND SERVICES
401 5TH AVE, CNK-ES-0340
SEATTLE, WA 98104

BILL TO:
KC DES FBOD ACCOUNTS PAYABLE
401 5TH AVE, CNK-ES-0320
SEATTLE, WA 98104

CONTRACT

CONTRACT NO. 5545841	REVISION 3	PAGE 1 of 1
CREATION DATE 15-FEB-2013	BUYER PAUL PRICE	
DATE OF REVISION 03-JUL-2013	BUYER PAUL PRICE	

CONTRACTOR NO	PAYMENT TERMS	FREIGHT TERMS	FOB	SHIP VIA	CONFIRM TO
2204	NET30DAYS	Paid	DESTINATION	Seller Chooses	RICK BLADES Telephone: (253) 850-1800

DESCRIPTION

CONTRACT PURCHASE AGREEMENT

FURNISH JANITORIAL SUPPLIES & EQUIPMENT AS REQUESTED BY AUTHORIZED KING COUNTY PERSONNEL, IN ACCORDANCE WITH NATIONAL IPA CONTRACT #100489 INCORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN.

VALID FROM 02/01/2013 THROUGH 08/01/2015.

PRICING CORE LIST CAN BE FOUND HERE:

http://nationalipa.org/PDF-solicitdocs/Janitorial%20and%20Sanitation%20Supplies/100489-01_CorePriceList-August%201,%202012.pdf

<http://nationalipa.org/network.html>

INDIVIDUAL STANDARD PURCHASE ORDERS WITH UNIQUE PURCHASE ORDER NUMBERS REFERENCING THIS CONTRACT PURCHASE AGREEMENT WILL BE ISSUED BY KING COUNTY TO AUTHORIZE THE PURCHASE AND PAYMENT OF GOODS AND SERVICES.

ALL INVOICES MUST REFERENCE THE INDIVIDUAL STANDARD PURCHASE ORDER NUMBER TO AVOID DELAY IN PAYMENTS.

ESTIMATED ANNUAL CONTRACT VALUE \$100,000.

Authorized Signature



- READY TO PURCHASE?
- CONTRACT HIGHLIGHTS
- DOCUMENTATION
- CONTACT
- LOCAL DISTRIBUTORS
- MARKETING MATERIALS
- NEWS AND EVENTS
- GOING GREEN?

SEARCH OUR AGREEMENTS:

Select Agreement



Contract Highlights:

NETWORK® delivers the efficiency and reach of a major North American distributor, but with the personal accountability of more than 70 locally-based, best-in-class distributors. Supported with a vast infrastructure, NETWORK offers deep industry expertise, customizable programs, and products from the industry's top suppliers.

This agreement includes all of the janitorial and sanitation supplies your agency needs, on one contract, with distribution services, support and training provided by resources based in your area.

- **Contract Term: August 2, 2010 - August 1, 2015**
- Deep discounts for all product categories and with industry-leading name-brand suppliers such as:



- Custom Product List (minimum 100 items) available for participating agencies
- Large volume discounts available
- Best practices honed through more than 40 years of experience as a category specialist
- Local market inventory and expertise ensures you get what you need, when you need it
- Sustainable Supply Chain Management and Green Partner Support Program (GPS)
- On-site or online training and education
- Contact Beth Kamperschroer at 224.361.2263 or bkamperschroer@networkdistribution.com for more information
- Visit www.networkdistribution.com to see how Distribution by Design™ can work for you

National Intergovernmental Purchasing Alliance Company

1600 Westgate Circle, Suite 275, Brentwood, TN 37027 | Toll-Free (866) 408-3077 | info@nationalipa.org



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CONTRACTOR:
WCP SOLUTIONS
6703 S 234TH ST STE 120

KENT, WA 98032 United States
Fax: (253) 8529272

BILL TO:
KC DES FBOD ACCOUNTS PAYABLES
401 5TH AVE, CNK-ES-0320
SEATTLE, WA 98104

CONTRACT		
CONTRACT NO. 5545841	REVISION 0	PAGE 1 of 1
CREATION DATE 15-FEB-2013	BUYER PAUL PRICE	
DATE OF REVISION	BUYER	

SHIP TO:
DES FBOD PCSS GOODS AND SERVICES
401 5TH AVE, CNK-ES-0340
SEATTLE, WA 98104

CONTRACTOR NO	PAYMENT TERMS	FREIGHT TERMS	FOB	SHIP VIA	CONFIRM TO
204	NET30DAYS	Paid	DESTINATION	UPS	ALICIA UHRICH Telephone: (253) 850-3560

DESCRIPTION

CONTRACT PURCHASE AGREEMENT

IRNISH JANITORIAL SUPPLIES & EQUIPMENT AS REQUESTED BY AUTHORIZED KING COUNTY PERSONNEL, IN ACCORDANCE WITH NATIONAL IPA CONTRACT #100489
CORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN.

VALID FROM 02/01/2013 THROUGH 08/01/2013.

PRICING CORE LIST CAN BE FOUND HERE:

http://nationalipa.org/PDF-solicitdocs/Janitorial%20and%20Sanitation%20Supplies/100489-01_CorePriceList-August%201,%202012.pdf

<http://nationalipa.org/network.html>

INDIVIDUAL STANDARD PURCHASE ORDERS WITH UNIQUE PURCHASE ORDER NUMBERS REFERENCING THIS CONTRACT PURCHASE AGREEMENT WILL BE ISSUED BY KING
COUNTY TO AUTHORIZE THE PURCHASE AND PAYMENT OF GOODS AND SERVICES.

ALL INVOICES MUST REFERENCE THE INDIVIDUAL STANDARD PURCHASE ORDER NUMBER TO AVOID DELAY IN PAYMENTS.

ESTIMATED ANNUAL CONTRACT VALUE \$100,000.

Authorized Signature



Janitorial & Sanitation Supplies
Executive Summary

Lead Agency: City of Tucson, AZ
RFP Issued: April 28, 2010
Date Open: June 2, 2010

Solicitation: RFP 100489
Pre-Proposal Date: May 12, 2010
Proposals Received: 2



Proposals Received:

The City of Tucson Department of Procurement issued RFP 100489 on April 28, 2010 to establish a national cooperative contract for Janitorial & Sanitation Supplies, which includes towels, tissues, professional cleaning chemicals, skin care products, can liners, tools & accessories, equipment parts and services.

Notice of the solicitation was advertised in the following:

- City of Tucson, AZ Department of Procurement website
- Daily Journal of Commerce, OR
- National IPA website

On June 2, 2010, proposals were received from the following offerors:

✦ Network Services Company
Staples, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP the committee invited the firms to participate in an interview. Following the interviews, a request for a revised offer was sent to the offerors.

The evaluation committee evaluated the revised offers, interviews and the relative strengths and weaknesses of each proposal with regard to the evaluation criteria stated in the RFP. As a result, the committee recommended entering negotiations with the intent to award a contract to the top ranked Offeror: Network Services and their nationwide network of member distributors.

The City of Tucson, National IPA and Network Services successfully negotiated a contract and the City of Tucson executed a contract on August 2, 2010 with a contract effective August 2, 2010.



Contract includes: Towels & tissues, professional cleaning chemicals, skin care products, can liners, tools & accessories, equipment parts and services.

Term:

Initial one year agreement from August 2, 2010 through August 1, 2011, with option to renew for four (4) additional one-year periods through August 17, 2015.

Pricing/Discount:

ALL janitorial & sanitation product and supply needs are available via the City of Tucson, AZ national cooperative award. This includes industry-leading name brand items, as well as stock items and private label items readily available at each local Network Services distributor member.

All items are offered at a discounted price based on similar discount percentages as those items offered on the approved City of Tucson, AZ core price list.

The Core List:

The Core List of items represented in the City of Tucson, AZ award documentation represents those items identified by the City of Tucson as their particular high usage items for deeper discounted pricing. This list is **NOT** the complete list of janitorial and sanitation products available on the contract. Click [HERE](#) for the Core List.

The Custom Product List:

In order to accommodate the significant differences in janitorial and sanitation product needs across the country, as well as all types of public sector entities, the Network Services award offers a customized solution via the Custom Product List. Each agency has the opportunity to build a list of their most highly utilized items and brands. These items will be priced based on regional market conditions in order to drive additional savings.

Large volume discounts are also available through the award:

Orders \$1500 - \$2499 = 3% Off Invoice

Orders \$2500 and up = 5% Off Invoice

Your agency's local Network Services distributor will work with you to ensure that your savings are maximized via the cooperative contract.

Ordering/Distribution/Customer Service:

Your local community-based Network Services distributor is responsible for ordering, distribution and customer service. They are available to assist you with all your janitorial and sanitation needs including training and consulting. A list of Network Services distributors may be found [HERE](#).