

# STRATEGIC SOURCING BUSINESS CASE SUMMARY

## CATEGORY TITLE: JANITORIAL SUPPLIES AND EQUIPMENT



Business Case Summary	Process Utilized
<p>The previous Janitorial Supplies &amp; Equipment contract had been in place since 2011 based on a UK Contract #UK-1088-11 which was competitively bid through the Request for Proposal process, and was due to expire October 2018. With the committee's recommendation, completing a new RFP was the best option to achieve additional savings for the University.</p>	<p>In October of 2018 The University issued UK-1889-19 for Janitorial Supplies, Kenway offered the best-value proposal to the University of Kentucky for Janitorial supplies. Hillyard offered the best-value proposal to the University of Kentucky for Equipment maintenance. On March 11, 2019, the UK-1889-19 Janitorial Supplies and Services RFP was placed on hold until further notice. The University was reviewing the Maintenance, Repair and Operating Supplies (MRO) supplies and services category for purposes of developing and implementing a strategic supply strategy across the entire category. On 7/26/2019 the University of Kentucky issued Request for Proposal UK-1980-20 Maintenance, Repair and Operating (MRO) Supplies with proposals due on 8/20/2019. The committee reviewed the Janitorial Supplies responses to UK-1980-20 and found the pricing to be higher than what we had originally received from UK-1889-19 with Kenway having the best overall pricing (see Attachment C). It was decided we would meet with Kenway and confirmed their pricing from UK-1889-19 continued to be valid, then go back to Baumann who had the best pricing on UK-1980-20 and Kenway who had the best price overall on UK-1889-19 for a best and final offer. Equipment Maintenance was not included in UK-1980-20.</p>
Team Members	Results
<p>Caroline Ellis, Dan Abbott, Donna Back, Donnie Mefford, Steve Huff, Myrin Roberts, MariAnna Marsh, Tim Clark, Matt Bradley, Carlos Cooper, Naomi Emmons, Matt Spalding</p>	<p>The recommendation from the committee is to award the contract to Kenway Distributors for Janitorial Supplies, and Hillyard-KY for Equipment &amp; Services. Kenway provided the best value for stock items. Core pricing projected to decrease by 16%, with added rebate of \$22,270.52 annually for each year of the contract. Hillyard has proven to be an outstanding partner as our current vendor and by only charging one (1) trip fee per month, the university achieves additional savings.</p>