



**Fresno Unified
School District**

Preparing Career Ready Graduates

BOARD OF EDUCATION

Brooke Astijjian, President
Claudia Cazares, Clerk
Valerie F. Davis
Christopher De La Cerda
Lindsay Cal Johnson
Elizabeth Jonasson Rosas
Carol Mills, J.D.

SUPERINTENDENT

Robert G. Nelson

Interline brands dba Supplyworks, a Home Depot U.S.A. Inc.

701 San Marco Blvd.

Jacksonville, FL 32207

Attn: Eric Thompson

Reference: RFP# 17-21 - Cleaning Supplies, Equipment and Custodial Related Services and Solutions

Dear Mr. Thompson:

ACCEPTANCE AGREEMENT

CONTRACT # 17-21

This acceptance agreement signifies a contract award to Interline Brands dba Supplyworks, a Home Depot U.S.A. Inc. in its entirety for Cleaning Supplies, Equipment and Custodial Related Products, Services and Solutions. The period of the contract is from November 1, 2017, through October 31, 2020, with two (2), one (1) year renewal options.

The contract award shall be in accordance with the following:

1. This Acceptance agreement
2. The signed Memorandum of Negotiations

Please note that this is not an order to proceed. A Purchase Order, which constitutes your notice to proceed, will be issued by Fresno Unified School District. Contract award documents may be viewed on the Fresno Unified School District website at www.fresnounified.org.


Ruth F. Quinto

Deputy Superintendent, CFO

Fresno Unified School District



Eric Thompson

Vice President, FP & A, Sales Ops and Pricing

Interline Brands



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**MEMORANDUM OF NEGOTIATION
RFP #17-21**

1. Fresno Unified School District and Interline Brands dba Supplyworks, a Home Depot U.S.A. Inc hereby agree to the following in the execution of Contract 17-21. The period of the contract is from November 1, 2017, through October 31 2020, with two (2), one year renewal options.

The final contract contains the following items:

- A. The Memorandum of Negotiations
- B. Notice to Vendors, Proof of Publication and Awarded Agenda Item
- C. Fresno Unified RFP #17-21 and all Addenda
- D. Interline Brands Technical proposal as amended by this Memorandum of Negotiations
- E. Response to clarifications dated 6/06/2017 and 06/26/2017
- F. Cost proposal Attachment B – sample pricing-

ACCEPTED BY:

Eric Thompson
Vice President, FP & A, Sales Ops and Pricing
Interline Brands

Paul Rosencrans
Executive Director of Purchasing
Fresno Unified School District

ATTACHMENT C – PROPOSED DISCOUNT BY CATEGORY FOR PRODUCTS & SERVICES

Please see the completed Attachment C - Proposed Discount by Category for Products & Services, along with relevant price lists showing the current SupplyWorks Every Day Low Pricing for the categories covered through this RFP.

Please note, in order to offer the best and deepest discounts possible to the wide array of public agencies including, state, county and local government, schools and universities, non-profit institutions, and many others that we service, SupplyWorks listed discounts in all categories included in Attachment C. Additionally in order to drive optimum discounts for Participating Public Agencies we detailed additional categories and sub categories. This program will drive significant additional savings and help further advance the performance of your facilities.

The proposed Pricing Discounts will be based off our Online Catalog reflected in our attached SupplyWorks Price List. Price changes to our standard Every Day Pricing is limited to price changes as a result of manufacturer/industry price increases for that category. SupplyWorks will make every effort to minimize any price changes and make our best effort to submit changes twice per year. Fresno Unified School District and Participating Public Agencies will be notified of these price changes with 45 days advance notice.

CLEANING SUPPLIES, EQUIPMENT AND CUSTODIAL RELATED PRODUCTS

RFP # 17-21

ATTACHMENT C

PROPOSED DISCOUNT BY CATEGORY FOR PRODUCTS AND SERVICES

| <i>Category</i> | <i>Proposed Discount (%) from Catalog or Manufacturer Price</i> |
|--|---|
| <i>Air Fresheners, Deodorizers, Neutralizers</i> | |
| Air Fresheners & Deodorizers | 10.00% |
| Bacteria & Enzyme Odor Control | 10.00% |
| Carpet & Vacuum Deodorizers | 10.00% |
| Deodorizer Cleaners | 10.00% |
| Dumpster Deodorizers | 10.00% |
| Metered Air Freshener Dispensers | 10.00% |
| Metered Air Fresheners | 10.00% |
| <i>Can Liners & Trash Bags</i> | 15.00% |
| <i>Chemicals</i> | |
| Bathroom Cleaners | 15.00% |
| Bleach | 15.00% |
| Carpet & Upholstery Care | 15.00% |
| Carpet & Upholstery Cleaners | 15.00% |
| Chemical Drum Exchange | 15.00% |
| Chemical Proportioning Systems | 15.00% |
| Cleaners | 15.00% |
| Commercial Chemicals & Testing Supplies | 15.00% |
| Deodorants (Liquid Bulk) | 15.00% |
| Dishwashing Detergents & Additives | 15.00% |
| Disinfectants | 15.00% |
| Drain & Septic Treatments | 15.00% |
| Floor Cleaners & Maintainers | 15.00% |
| Glass Cleaners | 15.00% |
| Laundry Detergents & Chemicals | 15.00% |
| Proportioning Systems | 15.00% |
| Special Orders Chemicals | 15.00% |
| Surface Cleaners & Degreasers | 15.00% |
| Surface Sanitizers & Disinfectants | 15.00% |
| Surface Seals & Treatments | 15.00% |
| Surface Waxes & Polishes | 15.00% |
| Warewashing | 15.00% |
| <i>Cleaning Equipment</i> | |
| Automatic Floor Scrubbers | 10.00% |
| Blowers & Air Movers | 10.00% |
| Carpet & Upholstery Cleaning Equipment | 10.00% |
| Equipment Accessories & Replacement Parts | 10.00% |
| Floor Machines & Burnishers | 10.00% |
| Misc Equipment | 10.00% |
| Rotary Brushes & Pad Drivers | 10.00% |
| Special Orders Equipment & Equipment Parts | 10.00% |
| Specialty Cleaning Equipment | 10.00% |
| Sweepers | 10.00% |
| Vacuum Bags & Accessories | 10.00% |
| Vacuums | 10.00% |
| <i>Cleaning Equipment Service Labor</i> | 10.00% |
| <i>Sanitary Maintenance Cleaning Tools & Aids</i> | |
| Bonnets & Accessories | 15.00% |
| Brooms, Brushes & Dust Pans | 15.00% |
| Buckets, Wringers & Pails | 15.00% |

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RFP # 17-21

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PROPOSED DISCOUNT BY CATEGORY FOR PRODUCTS AND SERVICES

| | |
|---|--------|
| Cleaning Carts & Caddies | 15.00% |
| Dust Mops & Dusting Tools | 15.00% |
| Dusters | 15.00% |
| Finish Mops | 15.00% |
| Floor Care Cleaning Aids | 15.00% |
| Floor Squeegee, Tools & Accessories | 15.00% |
| General Cleaning Aids | 15.00% |
| Miscellaneous Cleaning Tools | 15.00% |
| Pumps, Sprayers & Bottles | 15.00% |
| Restroom Equipment | 15.00% |
| Shop Towels, Cloths & Wipes | 15.00% |
| Signs | 15.00% |
| Special Orders Cleaning Tools & Supplies | 15.00% |
| Sponges & Scouring Pads | 15.00% |
| Squeegee, Washers & Scrapers | 15.00% |
| Surface Cleaning Aids | 15.00% |
| Towels & Cloths | 15.00% |
| Waste Receptacles & Carts | 15.00% |
| Wax & Finish Applicators & Accessories | 15.00% |
| Wet Mops & Hardware | 15.00% |
| Window Cleaning Aids | 15.00% |
| Window Washing | 15.00% |
| Groundskeeping Aids | 15.00% |
| Mating, Entrance, Safety, Fatigue | 15.00% |
| Reclamation Products | 15.00% |
| Recycling Containers & Lids | 15.00% |
| Smoking Management | 15.00% |
| Special Orders Waste Containment & Disposal | 15.00% |
| Waste Containers & Lids | 15.00% |
| Waste Management Tools | 15.00% |
| Dispensers | |
| Product Dispensers | 10.00% |
| Chemical Dispensers | 10.00% |
| Deodorant System Dispensers | 10.00% |
| Dispenser Accessories & Parts | 10.00% |
| Facial Tissue Dispensers | 10.00% |
| Feminine Care Dispensers | 10.00% |
| Hand Sanitizer Dispensers | 10.00% |
| Odor Control Dispensers | 10.00% |
| Paper Product & Wiper Dispensers | 10.00% |
| Paper Towel Dispensers | 10.00% |
| Skin & Personal Care Dispensers | 10.00% |
| Special Orders Dispensers & Restroom | 10.00% |
| Toilet Paper Dispensers | 10.00% |
| Toilet Seat Cover Dispensers | 10.00% |
| Wiper Dispensers | 10.00% |
| Floor Pads, Bonnets, Brushes | |
| Gloves and PPE | 15.00% |
| Miscellaneous | 15.00% |
| Paper Facial, Towels, Tissue, Wipers | |
| Personal Hygiene | |
| Adult Incontinence | 15.00% |
| Baby Diapers | 15.00% |
| Feminine Care Products | 15.00% |

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PROPOSED DISCOUNT BY CATEGORY FOR PRODUCTS AND SERVICES

| | |
|---|---|
| Feminine Care Receptacle Liners | 15.00% |
| Hygiene Products | 15.00% |
| Restroom Odor Control | |
| Non Para Deodorizers | 10.00% |
| Odor Absorbers & Sanitizers | 10.00% |
| Odor Neutralizers & Disinfectants | 10.00% |
| Para Deodorizers | 10.00% |
| Special Orders Odor Control | 10.00% |
| Specialty Odor Control | 10.00% |
| Urinal & Toilet Deodorizers | 10.00% |
| Urinal Deodorizers | 10.00% |
| Urinal Screens | 10.00% |
| Urinal, Bowl Block, & Rim Cages | 10.00% |
| Skin Care | |
| Hand Sanitizer | 15.00% |
| Hand Soap & Cleansers | 15.00% |
| Lotion & Cream | 15.00% |
| Personal Cleaning & Baby Wipes | 15.00% |
| Special Orders Skin & Personal Care | 15.00% |
| Additional Pricing Incentives | Discount or Rebate |
| Large Volume Purchase Discounts | NA |
| Quick Payment Discount | NA |
| Rebates | NA |
| Services (please list Services Proposed) | Proposed Percent (%) Mark up Over Cost |
| Equipment Repair | See Above Category Discount |