



WSCA-NASPO, LLC RFP / New Contract

Contract # 5737

Start date January 5 , 2015

RFP – Contract, Rollout Support & Partnership

- Supplies, Paper & Toner # 102-2035-13
 - Product Tracks: Standard & Green
 - Catalogs: Vendor & Wholesaler
 - 49 Discount Categories (including Core Papers)
 - Unique Category discounts for each Catalog (No core except net paper pricing)
 - Catalog Furniture
 - School Supplies added
 - Diversity Initiatives
- Over 70 Vendors expressed interest
- 11 Evaluated Responses
- Two year award, with Three 2-year renewals = 8 year possible total contract period.
- We will help the State to participate
 - State Agencies
 - Political Subdivisions
- Will address and incorporate any important aspects
- Provide any State with the best overall Participation Agreement and Program to meet the State's needs
- Will bring full implementation support and sales team to roll out the program for the State and Political subdivisions
- See our contact information tab for more information.
business.officedepot.com/wscanaspo

RFP Scoring Results for All States			
Points Award	Office Depot OfficeMax	Staples	Metro
Standard Track	1581.32	1537.32	1508.14
Green Track	1555.2	1578.61	1373.06
Overall Track	3690.81	3662.35	3329.35

RFP Scoring Results for All States	
Paper Points Award: Office Depot OfficeMax: 3.6 % advantage over Staples	Toner Points Award: Office Depot OfficeMax: 5% advantage over Staples
Vendor Catalog Points Award: Office Depot OfficeMax: 3.3% advantage over Staples	Technical Response Points Award: Office Depot OfficeMax: 554.29 Staples: 546.43

Understanding the WSCA-NASPO Contract and the Participation Process

- Each State needs to sign a 'Participation Agreement' negotiated between the Vendor and the State in which they can approve the contract for use for State Agencies or Political Subdivision or both.
- The State can request to add an admin fee and/or ask that the vendor restrict items.
- They can also ask for diversity partners to be used in the fulfillment of the Contract with the agreed-to price adjustment.
- The Vendor has the right not to sign the agreement
- The Participation addendum negotiation needs to go through legal and RVP signature process and get stamped before going to the State.
- Copies of the agreement must be sent to WSCA-NASPO
- The Sales team needs to coordinate with Tony Joordens – NAM State Contracts/ Business or Jim Chatfield – National Account Manager Lead with State of Oregon for WSCA-NASPO

Office Depot-OfficeMax Advantages

- Professional Dedicated Public Sector Sales Team
- Most able to meet the State Agencies and Political Subdivisions needs in product offering, performance, reporting and contract management
- Behavior Focus, Shopping Lists and Training
- Quarterly Promotional Pricing Implementation
- Continual Vendor Review for Deviated Pricing
- State of Oregon Rollout Support/Endorsement
- Green Team Support
- Able to support Diversity Initiatives
- Catalog Furniture is part of contract
- Best overall Score and Pricing
- Copy and Print WSCA-NASPO Award – Great Savings as an add-on
- Best Website – for ordering and State management of the contract.
- Leader in the eMarket Punch-Out Platform