

State Contracts to Save the Day

Matt Fritzing, VCO

Kelly Gill, CPPB, VCM, VCO

Angela Shearn, VCO



DPS Purchasing Categories

- Health
- Transportation
- Public Safety
- Education
- Natural Resources
- Gov't & Citizens
- Non-Capital Outlay Services

Meet the Teams

Health

David Huertas
Angela Shearn

Public Safety

Kendra Briscoe
Tina Rodriguez
Duane Sheppard

Non-Capital Outlay Services

Tonia Perry
Calisha Williams

Meet the Teams

Gov't & Citizens

Shawnda Brown
Precious Walters
Laura Lee Oliva

Transportation

Pamela Copeland
Dennis Donahue
Ryan Thompson

Natural Resources/Education

Elizabeth Banks
Danielle Keeton



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- Transparency ▾
- Statewide Contracts ▾
- Resources ▾

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- Mandatory Sources
- Non IT Contracts (DPS)
- IT Contracts (VITA)

Forum 2019

November 17-20, 2019
Virginia Beach, Virginia





9008 - Virginia State Contracts

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- [VITA Contracts](#)
- [Statewide Building & Professional Services Pool](#)

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Contract Number	Contract Type	Authorized Entities	Description	Contractors	Start	End	NIGP	Contract Officer
E194-73785	Mandatory Statewide Contract	State / Localities	Contraceptive Devices, Condoms	GLOBAL PROTECTION CORP TOTAL ACCESS GROUP INC	6/8/2015	5/31/2020	26932	Angela Shearn
E194-75435	Agency Mandatory Contract	Department of Blind and Vision Impaired (A702)	Cotton Batting	JONES FIBER PRODUCTS INC	9/1/2016	8/31/2020	85034	Angela Shearn
E194-78142	Optional Statewide Contract	State / Localities	Dental Equipment & Supplies	DENTAL HEALTH PRODUCTS INC HENRY SCHEIN INC	12/1/2016	11/30/2019	26098	Angela Shearn
E194-73134	Optional Statewide Contract	State / Localities	Employee Drug Testing	ALERE TOXICOLOGY SERVICES INC	6/14/2012	7/31/2021	95207	Angela Shearn
E194-78395	Agency Mandatory Contract	Department of Blind and Vision Impaired (A702)	Fabric, Vinyl, Polyester Laminated Ticking	ABERDEEN ROAD CO	1/1/2017	12/31/2020	85084	Angela Shearn
E194-77191	Optional Statewide Contract	State / Localities	Incontinent Products	BIO-MEDIC HEALTH SERVICES INC SOW	7/1/2017	6/30/2020	47564	Angela Shearn
MMS18000	Optional Statewide Contract	State / Localities	MMCAP Medical Supplies	MCKESSON MEDICAL-SURGICAL MINNESOTA SUPL	8/28/2018	8/27/2020	Multiple	Angela Shearn

Mandatory vs. Optional

Mandatory

Contracts are established when there has been a determination that the good/service usage is required and applies to different agencies across the Commonwealth.

Optional

Contracts are competed and made available to users in order to offer more advantageous pricing based on the ability to leverage buying power.

Statewide vs. Agency Specific



Statewide

Available for use by all public bodies.

Agency Specific

Available to a single agency or group of agencies.

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MMS18000	Optional Statewide Contract	State / Localities	MMCAP Medical Supplies	MCKESSON MEDICAL-SURGICAL MINNESOTA SUPL	8/28/2018	8/27/2020	Multiple	Angela Shearn
MMS18016	Optional Statewide Contract	State / Localities	MMCAP Medical Supplies	HENRY SCHEIN INC	5/3/2019	6/25/2020	Multiple	Angela Shearn
E194-76166	Optional Statewide Contract	State / Localities	Manikin Devices	BMK VENTURES LAERDAL MEDICAL CORPORATION	1/1/2017	12/31/2019	34568	Angela Shearn
E194-76156	Mandatory Statewide Contract	State / Localities	Microscopes	COLONIAL SCIENTIFIC INC S CAROLINA BIOLOGICAL SUPPLY MARTIN MICROSCOPE COMPANY I MILLER PRECISION OPTICAL INSTRUMENTS NIKON INSTRUMENTS INC OLYMPUS AMERICA INC	3/1/2017	2/29/2020	Multiple	Angela Shearn



Statewide Contracts Listing

E194-75223	Mandatory Statewide Contract	State / Localities
Contract File		
E194-75223 UTILITY SPREADSHEET MY20 UPDATED (E194-75223 UTILITY MY20 Update.xlsx)		
FORD 2020 BROCHURE (2020_PI_Utility_Mini-Brochure2_Ir.pdf)		
E194-75223 CONTRACT SUMMARY MY20 (E194-75223 CONTRACT RENEWAL SUMMARY 2019 Updated.pdf)		
E194-75223 CONTRACT DOCUMENT (E194-75223 PPV UTILITY AND SEDAN CONTRACT DOC UPDATED.pdf)		
PUNCH OUT ORDERING GUIDE (PUNCH OUT ORDERING GUIDE.pdf)		



Contract Summary



COMMONWEALTH OF VIRGINIA
DIVISION OF PURCHASES & SUPPLY (DPS)
1111 East Broad Street, Richmond, Virginia 23219

Contract Number E194-75223
Vehicle: Police Package Ford Utility

CONTRACT PERIOD	May 10, 2019 through May 9, 2020
CONTRACT TYPE	Mandatory Statewide
RENEWALS REMAINING	1 of 4
AUTHORIZED USERS	Commonwealth of Virginia state agencies, institutions of higher education & other public bodies as authorized and defined in the Code of Virginia §2.2-1110, 2.2-1120, and 2.2-4301
CONTRACTOR & eVA ID #	Haley Ford – South VS0000081504
CONTRACTOR(S) POINT OF CONTACT	Robert Sizemore Phone # 804-748-2253 x136 rsizemore@haleyauto.com
MINIMUM ORDER	No Minimum Order
PAYMENT TERMS	Net 30
DELIVERY	210 Calendar Days ARO
DPS CONTRACT OFFICER	Ryan Thompson Phone # 804-786-2397 Ryan.Thompson@dgs.virginia.gov
COMMODITY CODE(S)	07105
LAST UPDATE & PURPOSE	November 1, 2019 Contract Summary Format Update

What are the Benefits?



Reduce Risks

Risk assessment is conducted in the solicitation process to evaluate and mitigate risks for all using agencies.



Cost Savings

The Commonwealth can leverage buying power to drive higher cost savings.



Time Savings

DPS conducts solicitations and administers contracts on behalf of using agencies, resulting in time savings for agency users.



Electric Transit Buses

- Contract E194-81688
- Contractors: Gillig, New Flyer of America, Prevest Car, Proterra
- First Electric Transit bus contract.
- 35 to 60 ft.
- Charging Station options





Unmanned Aerial Systems

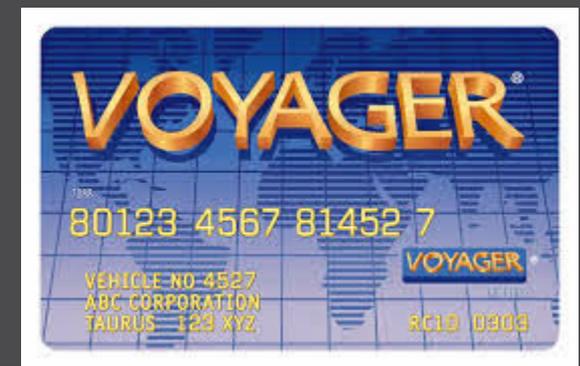
- Contract E194-79435
- National contract for services.
- DPS is finalizing contracts for these services.
- Contracts will not cover the purchase of drones.
- Contracts will not cover any professional services.





Voyager Fuel Card

- Contract E194-779
- Contractor: Mansfield Oil Company
- All orders entered into eVA are X02
- Available for use by Fire Companies and Volunteer Emergency Medical Services (§2.2-1122)





Bulk Fuel

- Contract E194-73737
- Contractors: Mansfield Oil, Quarles Petroleum
- These orders are coded R01 in eVA
- Delivery of Bulk Fuel to a fuel site at your facility
- Not for emergency generators
- Broken out by region
- Available for use by Fire Companies and Volunteer Emergency Medical Services (§2.2-1122)



Emergency Generator Diesel

- Contract E194-1277
- Contractor: James River Solutions
- For emergency generator fuel tanks
- Not for bulk fuel
- Demurrage Charges on new renewal
- New contract in 2020





Residential Appliances

- Contract E194-81198
- Contractors E.A. Holsten, Business Services
- Only covers appliances rated as residential.
- Not for commercial use
- No DPS Exemption Request is needed if commercial appliances are needed.





Construction Equipment

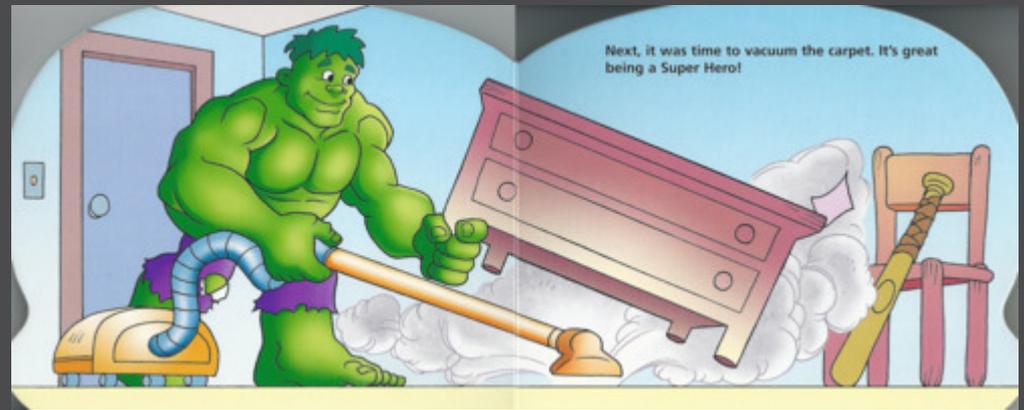
- Contract E194-82390
- Contractors: CNH Industrial America, Bobcat Company, CNH America LLC
- Equipment – 120 Days ARO
- Parts – 30 Days ARO





Fire & Water Damage Cleanup

- Contract E194-80437
- Eight contractors (4 Micro/S)
- Does not cover any construction work
- Useful in emergency clean up/stabilization
- 2 hour response time
- Grouped based on Fire Marshall regions





Debt Collection Services

- Contract E194-79083
- Optional Use
- Three contractors available
- SOC I and SOC II certified
- Mandated activity by code (§2.2-4800)





Top 10 Contracts by Spend FY19

Contract Number	Contract Description	Contract Spend
E194-73321	School Buses	\$57,252,162
E194-72989	Temporary Staffing	\$43,418,905
E194-73737	Statewide Bulk Fuel	\$24,592,118
E194-80584	MRO	\$15,528,852
E194-73326	Pick-up Trucks	\$15,208,028
E194-250	Lab Equipment and Supplies	\$11,127,042
E194-75223	Ford Police Utilities	\$10,689,474
E194-74640	BOC Vehicles	\$10,058,453
E194-77676	Propane	\$6,766,472
E194-72924	Office Supplies	\$6,549,389