

SPO ALERT

Date: May 25th , 2016
To: State Agencies and Cooperative Members
From: State Procurement Office
Re: Contract Update: Laboratory Equipment and Medical Supplies

Effective June 14th 2016, the State Procurement Office will be discontinuing Statewide VWR International contract ADSP013-038938 and transferring into VWR international NASPO Value Point contract # ADSP016 -135417.

Some of the benefits of the NASPO agreement are as follow:

1. Three percent (3%) additional savings on large purchases. VWR's sales representatives will quote additional discount of not less than 3% greater than the standard discount available for a single catalog item, or a large project purchase (catalog products required for new lab start up, renovation, etc.) and valued in excess of \$10,000.
2. Freight allowances. VWR absorbs all freight and handling fees on all shipments, except shipments of live animals. This freight allowance includes hazardous material handling charges, blue ice, and dry ice required for shipping. VWR will not add fuel surcharges to its invoices, regardless of the fluctuation of diesel prices within the U.S. during the term of this contract.
3. High volume consumables pricing. VWR will conduct an annual review of the aggregated product usage from all participating states under an award, and establish fixed net prices at pricing levels below the standard discounts for those items for the next year. This list would become firm fixed priced items, frozen for twelve (12) months, and limited to approximately 100 of the items ordered most frequently by ordering entities across the entire NASPO ValuePoint agreement.
4. Non-catalog pricing. VWR provided in its RFP response a fully auditable pricing methodology for non-catalog supplies, equipment, and instrumentation covered within the scope of the RFP. VWR would continue to absorb the cost of shipping these non-catalog items, as well as reporting and paying all state and NASPO administrative fees associated with the purchases.
5. Administrative Fees absorbed. VWR will pay all required state administrative fees without adjusting the price of goods to the state.
6. Special (Promotional) Manufacturer Pricing. VWR will seek out, on behalf of NASPO Value Point, and all Participating States, lower pricing as Special Price Quotations ("SPQ's") and/or Promotional Pricing on goods from certain manufacturers and suppliers, during the term of the agreement.

Please ensure to process and finalize payments regarding ADSP013 -038938 before June 14th 2016.

If there are any questions, please feel free to contact Christopher Lacey, State Wide Procurement Manager at (602) 542-7165 or Christopher.Lacey@azdoa.gov