



**San Francisco Office of the City Administrator
City Administrator Carmen Chu**

Industrial Supplies Contract (TC 74105)

File 22-0174

Office of Contract Administration

Board of Supervisors' Budget and Finance Committee

May 4, 2022

Contract Summary

- Provides a wide variety of industrial supplies to all City Departments.
- Awarded to W.W. Grainger, Inc. through a Request for Proposals by the City of Tucson and OMNIA Partners in March 2019
- OCA utilized the national cooperative agreement per § 21.16(b) in July 2020
 - Current NTE \$9.9MM, ending on December 31, 2022
 - Amended twice
- Pricing based on catalogue discounts ranging from 5% to 43% off.
- Used heavily by all departments

Contract Expenditures

FY20-21	FY21-22 (8 months)	TOTAL SPEND	Avg. Monthly Spend
\$3.47M	\$4.33 M	\$7.8 M	\$390,060

- Substantial increase in usage in fiscal year ‘21-22 due to increased active engagement, larger discounts through the enhanced incentive program, and the reopening of City activities and increased travel.
- Contract balance insufficient to meet City’s business needs through the current contract end date of December 31, 2022.

Contract Expenditures

	FY 20-21	FY 21-22 (8 months)	TOTAL
ADM	\$ 242,871.79	\$ 303,497.05	\$ 546,368.84
AIR	\$ 810,307.27	\$ 1,051,436.21	\$ 1,861,743.48
DEM	\$ 63,435.57	\$ 399,344.04	\$ 462,779.61
DPH	\$ 126,999.07	\$ 200,920.87	\$ 327,919.94
DPW	\$ 66,783.21	\$ 75,443.82	\$ 142,227.03
FIR	\$ 222,761.29	\$ 161,708.19	\$ 384,469.48
LIB	\$ 177,550.54	\$ 133,649.76	\$ 311,200.30
MTA	\$ 63,022.15	\$ 231,012.33	\$ 294,034.48
POL	\$ 115,485.51	\$ 177,421.60	\$ 292,907.11
PUC	\$ 1,169,126.13	\$ 959,575.57	\$ 2,128,701.70
REC	\$ 146,295.10	\$ 108,579.27	\$ 254,874.37
REG	\$ 26,843.32	\$ 288,742.87	\$ 315,586.19
OTHER	\$ 242,895.45	\$ 235,496.43	\$ 478,391.88
TOTAL	\$ 3,474,376.40	\$ 4,326,828.01	\$ 7,801,204.41

Proposed Amendment

- Agree with BLA recommendation.
- Based on actual and projected expenditures and additional 10% contingency, request approval of the resolution to amend contract:
 - Increase NTE by \$2.2M, to **\$12.1M**

Thank You