CONTRACT COVER SHEET

Date of Issue: April 10, 2012

Contract Number: E&I Contract #CNR01248

Bid Number: E&I RFP #683076

Procurement Officer: Kim Sowell
Telephone: (316) 978-3784
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Item: Maintenance – MRO Supplies
Consolidated Member Program

Period of Contract: January 2, 2010 through December 31, 2020

Vendor ID #: X10003363

Contractor: Grainger Inc.
1920 S. West Street
Wichita, KS 67213-1108

Contact: Ryan Loughridge
Cell: 405-409-6210
Email: ryan.loughridge@grainger.com
Website: www.grainger.com

Delivery Terms: FOB Destination, Pre-paid and Allowed

Payment Terms: Net 30 days

This contract shall cover maintenance products for Wichita State University, Wichita, KS during the contract period referenced above. WSU Departments will need to coordinate with Purchasing for the Hot List Items.

The contractor shall be responsible to presented invoices to individual departments.
You asked and we listened! More categories with deeper discounts along with a Streamlined Market Basket structure make this newly enhanced contract the greatest overall value for any educational institution!

Member Benefits through Contract Enhancements

- **One Premium** E&I Grainger Contract version
- A total of **35 categories** represented with a **minimum discount of 5% off** of Grainger Contract Reference Price (CRP)
- Key Product **Core Market Basket** of commonly used items by educational institutions
- Ability to develop your own **Local Hot List of up to 1000 items**, outside of the **Core Market Basket** to meet your institution’s specific needs

- **Incremental Growth Incentive** for ALL Member Program Users
  - Members enrolled in the Enhanced E&I Grainger Program can earn an Incremental Growth Incentive, based on growing contract utilization. Eligible purchases are those member purchases made directly with Grainger that exceed the direct member purchases made during the immediately preceding 12 month period (February 1 - January 31).
  - For eligible purchases between **10%** and **19.99%** growth, Grainger will pay a **2%** percent Incremental Growth Incentive on those growth dollars
  - For eligible purchases that meet or exceed **20%** growth, Grainger will pay a **4%** Incremental Growth Incentive on those growth dollars

- **E&I Member E-Commerce Incentive** for ALL Member Program users
  - E&I shall pay an annual e-commerce incentive (outlined below as Tier 1 and Tier 2) to any member who meets or exceeds the following two requirements
    a) Year over year purchases from Grainger must increase a minimum of **10%** and
    b) Members must also utilize a qualifying e-commerce procurement vehicle (e.g., Grainger.com, Jaggaer, ESM, Ariba, etc.) for a minimum of **50%** of its qualifying e-commerce purchases from Grainger during a Contract Year (2/01 - 1/31).

  The e-commerce incentive shall be paid as per the following tiers
  - **Tier 1** - For members that meet or exceed the two requirements above and achieve qualified purchases through an e-commerce procurement vehicle between **50%** and **74.99%**, E&I shall pay a **1.00%** e-commerce incentive on the amount of qualified e-commerce purchases made by the member.
  - **Tier 2** - For members that meet or exceed the two requirements above and achieve qualified purchases through an e-commerce procurement vehicle of **75%** or more, E&I shall pay a **2.00%** e-commerce incentive on the amount of qualified e-commerce purchases made by the member.

- **Services**
  - All Members have access to various Value Added Services and Programs from Grainger. These Services and Programs consist of but are not limited to; Grainger Parts and Sourcing (Special Order Desk)

Valid as of 8/13/2018
WHAT TO DO NEXT - SIGN UP NOW!

If you are currently signed up for E&I’s Grainger program, you will automatically begin receiving the new program enhancements.

If your institution is not currently using the E&I Grainger program, or if you are not sure which program your institution is utilizing, please complete this quick Member Program Participation Form. This will ensure your institution will begin enjoying even greater savings through the enhanced E&I Grainger contract.

Questions?
To learn more about how this greatly enhanced program can further benefit your institution, please visit www.eandi.org or contact David Ott, E&I Portfolio Support Executive - Facilities, at dott@eandi.org.

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