

**Form C****EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**Company Name: **HD Supply Construction Supply, Ltd.**

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS

Proposer's Signature: Jason K. Joice Date: 11/16/18

**Sourcewell's clarification on exceptions listed above:**

No Exceptions Noted



FORM D

**Formal Offering of Proposal**  
(To be completed only by the Proposer)

FACILITY MRO (MAINTENANCE, REPAIR & OPERATIONS), INDUSTRIAL & BUILDING SUPPLIES WITH  
RELATED EQUIPMENT, ACCESSORIES, SUPPLIES & SERVICES

In compliance with the Request for Proposal (RFP) for FACILITY MRO (MAINTENANCE, REPAIR & OPERATIONS), INDUSTRIAL & BUILDING SUPPLIES WITH RELATED EQUIPMENT, ACCESSORIES, SUPPLIES & SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: HD Supply Construction Supply, Ltd.

Date:

Company Address: 6250 Brook Hollow Pkwy

City: Norcross

State: GA

Zip: 30071

CAGE Code/DUNS: CAGE Code : 1GHA3/ DUNS: 059271684

Contact Person: Rye G. Dugosh

Title: National Sales Manager – Government

Authorized Signature: \_\_\_\_\_

(Name printed or typed) Jason K. Joice

11/16/18

**FORM E**

**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 121218-HDS

Proposer's full legal name: HD Supply Construction Supply, Ltd.

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be January 25, 2019 and will expire on January 25, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

**Sourcewell Authorized Signatures:**

SOURCEWELL DIRECTOR OF OPERATIONS AND  
PROCUREMENT/CEO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on January 23, 2019

Sourcewell Contract # 121218-HDS

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name HD SUPPLY CONST. SUPPLY, LTD

Authorized Signatory's Title VICE PRESIDENT - SALES & MARKETING

VENDOR SIGNATURE

JASON L. JOICE  
(NAME PRINTED OR TYPED)

Executed on 1/29/2019

Sourcewell Contract # 121218-HDS



**Form F****PROPOSER ASSURANCE OF COMPLIANCE****Proposal Affidavit Signature Page****PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**



By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: HD Supply

Address: 6250 Brook Hollow Parkway

City/State/Zip: Norcross, GA 30097

Telephone Number: \_\_\_\_\_

E-mail Address: jason.joie@hdsupply.com

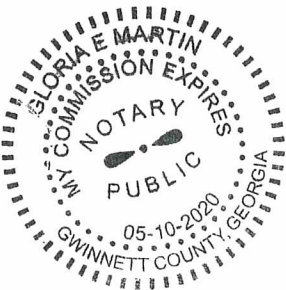
Authorized Signature: \_\_\_\_\_

Authorized Name (printed): JASON R. JOIE

Title: VP Sales & Marketing

Date: 11/16/18

Notarized



Subscribed and sworn to before me this 16<sup>th</sup> day of NOVEMBER, 2018

Notary Public in and for the County of WINNETT State of GEORGIA

My commission expires: 5-10-2020

Signature: GLORIA E. MARTIN

## **Form P**

### **PROPOSER QUESTIONNAIRE**

#### **Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: **HD Supply Construction Supply, Ltd.**

Questionnaire completed by: **Rye G. Dugosh**

#### **Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)?  
**Net 30**
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?  
**No, with exception of a few manufacturer programs.**
- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

#### **HD Supply White Cap Order Process** (Single point of contact for Sourcewell)

##### **TO ORDER PRODUCTS LISTED IN THE CATALOG**

- **Walk in /Branch Visit**
  - Identify yourself as a Sourcewell Member to our counter associates
  - Provide assigned account number (or entity name) linked to Sourcewell
  - Need our SKU # or product info that is being ordered
  - Need credit card # or purchase order (PO) number
- **By Phone**
  - Call 1-866-216-3050 (Single point of contact for Sourcewell)
  - Provide assigned account number (or entity name) linked to Sourcewell
  - Need our SKU # or product info that is being ordered
  - Identify if product needs to be shipped or if to be picked up in will call
  - Need credit card # or purchase order (PO) number
- **By Email**
  - Email [sourcewell@hdsupply.com](mailto:sourcewell@hdsupply.com)
  - Provide assigned account number (or entity name) linked to Sourcewell
  - Need our SKU # or product info that is being ordered
  - Identify if product needs to be shipped or if to be picked up at will call
  - Need credit card # or purchase order (PO) number
  -
- **Online**
  - Go to [www.whitecap.com](http://www.whitecap.com)
  - Click on special link for Sourcewell
  - Register referencing account number (or entity name) linked to Sourcewell
  - Need our SKU # or product info that is being ordered
  - Identify if product needs to be shipped or if to be picked up at will call



- By Fax
  - Fax order to 1-866 -790 – 6640
  - Provide assigned account number (or entity name) linked to Sourcewell
  - Need our SKU # or product info that is being ordered
  - Identify if product needs to be shipped or if to be picked up at will call
  - Need credit card # or purchase order (PO) number

#### TO ORDER PRODUCTS NOT LISTED IN THE CATALOG

- Contact Special Orders department
  - Call 866-216-3050 or
  - Fax 866 -790 – 6640
  - Email sourcewell@hdsupply.com
  - Provide assigned account number (or entity name) linked to Sourcewell
  - Provide description of product info that is being requested to order
  - Identify if product needs to be shipped or if to be picked up at will call
  - Note your authorization on the quote from associate (i.e. write “OK” and sign)
  - Need credit card # or purchase order (PO) number

HD Supply White Cap has no dealer network. We will handle all purchase orders ourselves through the above methods. Our company has 271 locations in U.S. and Canada, along with a vast fleet of delivery trucks. We are able to support Sourcewell members with what they need, where they need it and when they need it utilizing our own internal resources, including robust internal sales reporting that will allow us to report sales accurately on a quarterly basis to Sourcewell.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

Yes, the P-Card procurement and payment process is accepted. There is no additional cost to Sourcewell Members for using this process.

#### Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Warranty. HD Supply White Cap is a reseller of goods only, and as such does not provide any specific warranty for the goods it supplies hereunder. Notwithstanding this As Is limitation, HD Supply White Cap shall pass through to each Sourcewell Member any transferable manufacturer’s standard warranties with respect to goods purchased by a Sourcewell Member. EXCEPT AS SET FORTH HEREIN AND WHERE APPLICABLE, NO WARRANTY OR AFFIRMATION OF FACT OR DESCRIPTION, EXPRESS OR IMPLIED, IS MADE OR AUTHORIZED BY HD SUPPLY. SOURCEWELL MEMBERS, AND PERSONS CLAIMING THROUGH SAME (COLLECTIVELY, “CLAIMANT”) SHALL SEEK RECOURSE EXCLUSIVELY FROM THE RELEVANT MANUFACTURER(S) IN CONNECTION WITH ANY DEFECTS IN OR FAILURES OF GOODS, AND THIS SHALL BE THE EXCLUSIVE RECOURSE OF CLAIMANT FOR DEFECTIVE GOODS, WHETHER THE CLAIM SHALL SOUND IN CONTRACT, TORT, STRICT LIABILITY, PURSUANT TO STATUTE, OR FOR NEGLIGENCE. HD SUPPLY WHITE CAP EXCLUDES AND DISCLAIMS ALL OTHER EXPRESS AND IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ALL IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND NON-INFRINGEMENT OF INTELLECTUAL PROPERTY RIGHTS. HD SUPPLY ASSUMES NO RESPONSIBILITY WHATSOEVER FOR INSTALLATION OF GOODS, USE, MISUSE, ALTERATION OR MODIFICATION OF GOODS, OR HD SUPPLY WHITE CAP’S INTERPRETATION OF PLANS OR SPECIFICATIONS PROVIDED BY A



SOURCEWELL MEMBER. HD SUPPLY WHITE CAP DOES NOT CERTIFY OR GUARANTEE THAT ANY GOODS COMPLY WITH ANY STATUTES, LAWS, CODES, ORDINANCES OR REGULATIONS.

With respect to any proprietary brands, HD Supply White Cap will provide an industry standard warranty.

- Do your warranties cover all products, parts, and labor? The manufacturer's warranty typically covers products and parts sold by HD Supply White Cap. For any services we provide, which would be on a rare occasion only, we typically attempt to have the service provider provide an industry standard warranty, and we will assist the Sourcewell Member in enforcing such warranty.
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

Our restrictions or limitations that adversely affect coverage would be imposed by our manufacturers.

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Any expenses covered by a warranty would be dictated by our manufacturer.

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs?

To the extent our manufacturers provide a certified technician to perform warranty repairs, any limitations on geographic coverage would be dictated by our manufacturer.

- How will Sourcewell Members in these regions be provided service for warranty repair?

Service would be dictated by our manufacturer.

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

For items made by other manufacturers, which are the bulk of the items HD Supply White Cap offers, warranty issues are typically passed on to the original equipment manufacturer.

- What are your proposed exchange and return programs and policies?

We will make every attempt to be flexible and accommodate the Sourcewell Member while following our general returns guidelines below:

### **STANDARD RETURN POLICY**

#### **Open Net 30**

No restock fees will be applied to any standard product that is in good resell condition.

Special orders are normally not returnable, unless the product is incorrect due to a mistake made by an employee of HD Supply White Cap. If an exception is made, a restock fee may apply.

#### **Cash Sales**

All cash sales require a receipt to receive a refund for product returned to the store and the following guidelines must be followed.

Power tools bought within the 30 day period prior to the return can be returned for any reason, used or not, except gas and pneumatic tools, which require a vendor inspection to ensure user error was not an issue.

Other items must have the appearance and ability to be sold as new.

There are no refunds on specials, unless the product is incorrect due to a mistake made by an employee of HD Supply White Cap.

A restocking fee may apply.

For refunds over \$250.00, a check from HD Supply Holding's corporate office will be issued to the Sourcewell Member.

### CASH REFUNDS WITHOUT A RECEIPT

All refunds without a receipt must be approved by a Branch Manager of HD Supply White Cap. With the manager's approval, all items on a cash refund without a receipt will be refunded at the same amount as HD Supply White Cap's cost and subject to a 20% restock charge.

- 6) Describe any service contract options for the items included in your proposal ("on call", retainer, etc.).

N/A – There are no service contract options for the items included in our proposal ("on call", retainer, etc.).

### Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

HD Supply White Cap offers an extensive line of professional grade products and services related to the facility MRO, construction and industrial industries. The core items we stock fall under the broad categories of specialty hardware, tools, materials and safety supplies. The market segments that we will best be able to support are Construction & Building Supplies, Tools & Equipment/Accessories, Industrial Supplies and Facilities MRO (Maintenance Repair & Operations).

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

We are offering Sourcewell members a HD Supply White Cap list less discount price offering for our entire catalog.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Discounts range from 0% up to 45% off of HD Supply White Cap's list price.

- 10) The pricing offered in this proposal is

- \_\_\_\_\_ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- \_\_\_\_\_ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- \_\_\_ **X** \_\_\_ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- \_\_\_\_\_ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Any quantity or volume discounts would be reviewed on a case by case basis since we are offering deeply discounted pricing already to Sourcewell members.

We are not offering a rebate program to Sourcewell members since we are incurring the administrative fee.



- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

At HD Supply White Cap, we pride ourselves on being able to “go the extra mile” for our customers and find them what they need to get the job done even if it means sourcing beyond our large selection of stocked product. Due to our buying power and relations with our primary manufacturers, we are able to do this as another value add for the customer and make our company a one stop shop.

For “sourced” products, we would supply a quote for each such individual request.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

There are no additional costs associated with our response.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcwell Member, describe in detail the complete travel expense, shipping and delivery program.

NA –There are no travel expense, delivery or shipping\* as an additional cost to the Sourcwell members.

Prepaid freight will be offered on all standard stocked items shipped via ground transportation. For standard stock product, our delivery commitment within a 35 mile range from a stocking location to our customers is typically next day delivery.

\*Other freight charges will be incurred for services such as expedited delivery, air freight, freight collect, sourced or special orders, export orders, hazardous materials, buyer’s carrier, shipments outside the contiguous U.S. or other special handling by the carrier.

- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

HD Supply White Cap has 4 branches throughout Hawaii in Honolulu, Kahului, Hilo and Kailua-Kona. We have 40 branches in Canada under the Brafasco trade name. Hawaii and Canada dictate their own pricing and freight terms.

Our company does not have any physical branches in Alaska, but we service the area on a regular basis from our State of Washington branches. Some additional freight charges may apply when shipping to Alaska or other US Territories\*.

\*Other freight charges will be incurred for services such as expedited delivery, air freight, freight collect, sourced orders, export orders, hazardous materials, buyer’s carrier, shipments outside the contiguous U.S. or other special handling by the carrier.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

For standard, stock product our delivery commitment within a 35 mile range from a stocking location to our customers is typically next day delivery. In this scenario, we will be using our own fleet of delivery trucks owned by our company which we feel is somewhat unique and sets us apart from our competition. Normal, standard transit times apply should we have to send via an alternate carrier method (UPS, FedEx, etc.) or freight line. We also have a centralized logistics team that handles any special requests and negotiates freight rates so we can pass these savings onto our customers.



- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

Our internal compliance team will perform audits within our company-wide Oracle operating system on a regular basis to verify contract compliance with Sourcewell. We will achieve this in an efficient manner by ensuring the accounts are coded properly as soon as a Sourcewell member signs up and wishes to do business with HD Supply White Cap under the program. This process will include ensuring that Sourcewell Members obtain proper pricing, that HD Supply White Cap reports all sales under the program each quarter, and that HD Supply White Cap remits the proper administrative fee to Sourcewell. Our company is already doing this on a regular basis with our Federal government business, being that we have a Federal GSA Schedule. We also do this with certain large National Accounts in which we have specific contracts that require nationwide consistent pricing and detailed reporting within specific time frames.

- 18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

HD Supply White Cap proposes an administrative fee of 1%, which we will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell contract in the event that we are awarded a contract.

### **Industry-Specific Questions**

- 19) How would being awarded a Sourcewell contract allow you to better and more efficiently serve the government, education and non-profit segments?

Due to increasing inquiries from our field associates along with local and state government agencies contacting us directly, we have been searching for a solution to help simplify the overall buying process and increase sales in this segment. Through our research, we have found that a national cooperative purchasing program is the preferred solution and key to this success. Having such a program satisfies the bid process and allows these customers to buy from us much easier while staying in compliance on their end. Aligning HD Supply White Cap with Sourcewell would be a complete and simple solution for our sales associates nationwide to provide to local and state government funded agencies. The Sourcewell contract would create new business and increase existing business for our company while allowing easier access to these customers being that we have a national contract and again making it easy for these customers to buy directly from us and still satisfy the bid process. This in turn would simplify the overall process on our end as well and allow us to better and more efficiently serve the government, education and non-profit segments.

- 20) Describe the added value your company would provide to government, education and non-profit customers through a Sourcewell-awarded contract.

The value add that HD Supply White Cap would provide to government, education and non-profit customers through a Sourcewell-awarded contract would be realized in many different areas. Among the most important of the value adds would be that the Sourcewell members would now be able to get, on contract, the professional type products and services that they have been demanding from us, but at a discounted price. They would have full access to our



extensive product inventories and national branch network, making it easier for them to get what they want, where they want it and when they need it. This includes access to quality brands that can only be found at HD Supply White Cap like Brigade and White Cap private labels.

Sourcewell Members will find that the cornerstone of our operation is our people. They will get the expertise and hands-on problem-solving of the most knowledgeable pros in industrial and construction supplies. We have the training and field service experience necessary to serve members on whatever their projects may be, and we have something else that only comes with experience and the right training - we understand that supporting today's MRO, industrial and construction projects demands an unflinching sense of urgency and reliable follow-through.

21) Describe any new products and services added to your portfolio within the past 18 months.

At HD Supply White Cap, we are always first to the market in adding the newest, most technically advanced products to the market for our customers. Here are just a few examples:

- DeWalt Jobsite Wifi Access Point (inventory tracking system) - Product

Extend WiFi access from the trailer or other base station to the rest of the jobsite with the DEWALT Jobsite WiFi Access Point. IP67 rated to protect against dust and water, the Access Point is built tough and able to withstand rugged jobsites. The Access Point is simple to set up in the field using the DEWALT WiFi mobile app, without the need for additional IT support. The system also adapts to the changing jobsite, with the ability to reconfigure automatically as building progresses. The adaptable mesh network will also repair itself if one unit goes down, to maintain optimal performance. Contractors and other end users that installed the WiFi system report increased productivity, collaboration, and efficiency because the field crew can access data, collaborative software, and project management programs in real-time without having to leave the site to find reliable Internet access. The DEWALT Access Point is proudly Made in the USA with global materials.

Note: Please see attached new product launch flyer on flash drive under marketing folder.

- L.B. White Boss 400 DF direct fired heater- Product

Professional quality heater pushes big heat into wide-open jobsites with 99 fuel efficiency. Quickswitch Dual Fuel provides the option of operating with natural gas or liquid propane with the turn of a lever. An onboard volt-meter, thermostat and diagnostics aid optimal performance as the jobsite changes. Includes vent mode for option to move air only. 400,000 btu/hr, 2500 CFM, 125 lbs, 120 volt. Requires assembly of wheels and handle by end customer. Ships 1 heater/box, 2 heaters to standard 48 x 40 pallet.

Note: Please see attached new product launch flyer on flash drive under marketing folder.

- Customized Imprinting (safety vests, jackets, hard hats, etc.)- Service and Product

Professional quality custom imprinting available from HD Supply for all your safety need in safety vests, jackets, hard hats, etc. Service utilized by all governmental agencies, contractors and many others to personalize items purchased from our company.

Note: Please see attached new product launch flyer on flash drive under marketing folder

- Specialized Safety products training including Respirator Fitting/Training, Heat Stress/Hydration Awareness sessions, Fall Protection sessions and many more at no charge to Sourcewell Members.

Note: Please see attached Safety Specialist Training flyer on flash drive under marketing folder



22) Please describe any product training, consulting or instruction that you offer, including the programs, the related costs and the benefits?

HD Supply White Cap offers online and in person training on or off site for the majority of the products that we sell. We specialize in training for equipment purchased from us and have several product training specialist throughout the country. We also specialize in safety-related training which we have certified safety specialists throughout the country.

All training is done by HD Supply White Cap and/or our manufacturer representatives and is optional with no cost to our customers. The training can be very valuable in ensuring the end user understands and utilizes the product correctly and in a safe manner. Many programs can also count as continued education for the attendee.

Note: Please see Safety Specialist Training brochure on flash drive under marketing folder.

23) Do you have an on-line purchasing portal? If so, please describe your online ordering process, purchase approvals/tracking, payment options, reporting and monitoring (For example, can a member track spending by staff members, can a member put limits on purchases, can a member be invoiced, etc.)

- Step 1 – Create a user account on [Whitecap.com](http://Whitecap.com) and link the account to your Sourcewell contract account. This will give you the ability to see Sourcewell pricing on all items, allow you to select from pre-populated Sourcewell shipping addresses (or add a new one if needed), see previous purchases, invoices, and project lists, as well as purchase on your terms account.
  - Go to [www.WhiteCap.com](http://www.WhiteCap.com) website and create a new user account.
  - Request online to have your Whitecap.com account linked to the Sourcewell contract account
  - Once your account is linked, you will be able to see the Account review section, pre-populated addresses, invoices from previous purchases, as well as project lists / frequently purchased items.
- Step 2 – Shop Whitecap.com for all your needed products
  - Go to [www.WhiteCap.com](http://www.WhiteCap.com) – log into your online account.
  - Select your shipping zip code for where you would like the items to be shipped (this will be auto detected if your computer allows or will be defaulted from your last session).
  - Using our advanced search functionality or intuitive browsing configuration, find and add needed products to your shopping cart
    - You will be able to see Sourcewell specific pricing and estimated lead times based on shipping location on your product detail pages
  - Checkout using your terms account or a credit card in our simple and easy to follow checkout process
    - You will be able to quickly pick pre-defined/used shipping and billing addresses (or add a new address if needed)
    - You will be able to select preferred shipping methods by line item for your order
    - You will receive an order confirmation email once the order is placed as well as advance shipping notices once your products are shipped from one of our stores
- Currently, we have spending limits and advanced customer self-service account features slated for our Q3/Q4 FY19 Website release



24) Please rank the top 3 market segments where your company provides products & services:

- a) Facilities MRO (Maintenance Repair & Operations)
- b) Industrial Supplies (3)
- c) Tools & Equipment/Accessories (2)
- d) Electrical Power Transmission & Supplies
- e) Mechanical Power Transmission
- f) Pneumatics/ Fluid Power
- g) Electrical and Lighting Products & Services
- h) Plumbing Supplies & Waterworks
- i) Construction & Building Supplies (1)

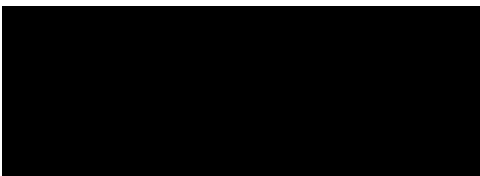
25) Describe your market share, depth, and breadth of products and services offered within each of the following categories you currently provide to your government, education & non-profit customers:

- a) Facilities MRO (Maintenance Repair & Operations)
- b) Industrial Supplies
- c) Tools & Equipment/Accessories
- d) Electrical Power Transmission & Supplies
- e) Mechanical Power Transmission
- f) Pneumatics/ Fluid Power
- g) Electrical and Lighting Products & Services
- h) Plumbing Supplies & Waterworks
- i) Construction & Building Supplies

HD Supply is in a class of its own as the only national construction supplier on the market today offering professional type products and services that our local and state government agencies are demanding. Our primary customers have always been concrete contractors, general contractors, MEP contractor and many others so our existing market share with government, education & non-profit customers is very low. With the right sales efforts and right partner in Sourcewell, we hope to change this and make this segment of government a huge part of our business. Today, we are supporting our local and state government customers primarily in the Facilities MRO, Industrial Supplies, Tools & Equipment/Accessories and Construction & Building Supplies categories through our standard product offerings. We have decided to include our entire catalog in the proposal to cover all the needs of these customers whether they be road and highway items for Department of Transportation or if they are for maintenance or new construction products for buildings on a university. Our depth and breadth of product is very deep and wide and will satisfy the needs of countless other examples.

Our extensive inventory, combined with will call, site delivery and direct ship options, enable us to perform to the highest customer service expectations. HD Supply has an expansive product offering of approximately 800,000 SKUs of quality, name-brand and proprietary products at competitive prices. With over \$100 million in inventory in numerous branches (271 locations in U.S. and Canada) and distribution centers nationwide along with a vast fleet of delivery trucks, HD Supply has what you need, where you need it, when you need it. Additionally, our team of more than 3,000 associates are experts in their field, so Sourcewell members can rely on us for professional service and solutions needed to get the job done.

Signature:



Date: 11/16/18

**AMENDMENT #1  
TO  
CONTRACT #121218-HDS**

THIS AMENDMENT is by and between **Sourcewell** and **HD Supply Construction Supply, Ltd.** (Vendor).

Sourcewell awarded a contract to Vendor for Facility Maintenance, Repair & Operations, Industrial & Building Supplies with Related Equipment, Accessories, Supplies & Services effective January 25, 2019, through January 25, 2023 (Contract).

The parties wish to amend the following terms within the Contract:

1. This Amendment is effective upon the date of the last signature below.
2. As of October 19, 2020, Vendor changed its name to White Cap, LP.

Except as amended above, the Contract remains in full force and effect.

**Sourcewell**  
B [Redacted]  
Jerem [Redacted] ment Officer

Date: 5/18/2021 | 11:02 AM CDT

**Approve**  
B [Redacted]  
Chad [Redacted], Executive Director/CEO

Date: 5/18/2021 | 12:02 PM CDT

**White Cap, LP**  
[Redacted]

Title: VP Sales & Marketing

Date: 5/14/2021