



FORTY NINERS STADIUM MANAGEMENT COMPANY

Date: March 5, 2023

To: Executive Director
Santa Clara Stadium Authority

From: Jenti Vandertuig
Procurement Director

Subject: Recommendation to Utilize Multiple Cooperative Agreements for Operational Needs at Levi's Stadium

Recommend Forty Niners Stadium Management Company LLC (Stadium Manager) utilize select cooperative agreements available through OMNIA Partners, Public Sector and establish agreements with the following suppliers to acquire goods and services for Levi's Stadium:

1. Advance Stores Company, Inc. - \$25,000
2. Amazon.com LLC - \$250,000
3. B&H foto and Electronics dba B&H - \$50,000
4. CDW Government LLC - \$100,000
5. Cintas Corporation - \$250,000
6. Grainger Industrial Supply - \$200,000
7. Midwest Motor Supply Company dba Kimball Midwest - \$50,000

If these cooperative agreements are approved by the Santa Clara Stadium Authority (SCSA) Board, Stadium Manager will enter into agreements with vendors who accept local agreements as detailed in this memo and forward an executed copy.

Background on Cooperative Procurement

Over the past decade, the concept of leveraging the combined spend of multiple entities has become well established. Known as "cooperative procurement," it combines the procurement requirements and purchasing power of several public agencies, into a larger solicitation that typically results in a more advantageous contract. The widely accepted practice called "piggybacking" occurs when a cooperative organization solicits on behalf of its members, with the resulting contract used by many agencies. The benefits can be tangible, including:

Savings in time—Since the solicitation process has already been conducted, agencies can quickly garner goods and services through an already established contract, rather than spending weeks and months to solicit their own contract(s).

Advantageous pricing and value—Cooperative contracts often produce lower prices by standardizing commodities and services and aggregating spend. Smaller entities benefit by leveraging volume discounts, and benefit from the purchasing power of a larger agency.

Subject matter expertise—Cooperative solicitations allow for the inclusion of subject matter experts across a wider base, as opposed to the limited knowledgeable resources available within a single contracting agency.

Packaged Services - As commodity purchasing has become more complicated, cooperative contracts are now combining value-added consulting or installation services to products, such as security camera and systems, HVAC and air quality equipment, etc.

Convenience—For customer departments, the ease of obtaining products has been streamlined. Instead of the lengthy process of requesting quotes, bids, or proposals, customers select products and services from the catalog, as the cooperative contract is already in place and vetted by procurement.

Recognized by the American Bar Association, as outlined in its Model Procurement Code for State and Local Governments, the concept of cooperative procurement is a proven, accepted means for the procurement of goods, services and construction across the nation. As a result, a growing percentage of public procurement professionals rely on cooperative purchasing as a much-needed tool in public contracting. A recent white paper by Harvard University's John F. Kennedy School of Government touts the benefits of cooperative purchasing, concluding that "cooperative purchasing clearly can add value."

There are a number of consortiums, non-profit and for profit organizations providing cooperative agreements. These organizations have specific requirements to be met to achieve member status. OMNIA Partners, Sourcewell, National Association of State Procurement Officials (NASPO) ValuePoint are a few of these organizations providing such cooperative agreements.

OMNIA Partners

OMNIA Partners is one of the largest organizations in procurement and supply chain management. OMNIA Partners, Public Sector is a purchasing organization for state and local government, K-12 education, colleges, universities, and other agencies. All contracts available through OMNIA have been competitively solicited and publicly awarded by a government entity serving as the lead agency while utilizing industry standard practices and processes. Contracts offering a wide range of commodities such as business products and services, facilities maintenance, repair and operations, information technology, furniture, food, public safety, medical, and fleet are included in their portfolio of agreements to utilize.

Stadium Manager has been registered as a member of OMNIA Partners, Public Sector since October 22, 2019 with a participating agency number 5296559.

Recommendation

As a member of OMNIA Partners, Public Sector, Stadium Manager is able to utilize agreements without executing local agreements. However, Stadium Manager has opted to execute local agreements with five of the seven vendors who will accept term blanket purchase orders. Amazon.Com LLC and B&H are two vendors who will not execute local agreements but make their online marketplace available to all OMNIA Partners, Public Sector members. There are multiple vendors who have more than one cooperative agreement under the Omnia Partners, Public Sector, umbrella. Stadium Manager will utilize the agreement that is most advantageous depending on product availability, pricing including discounts and delivery timelines. Stadium Manager recommends for following:

1. Advance Stores Company

Establish an agreement with Advance Stores Company (Advance Stores) to procure automotive parts, accessories, and related supplies from April 1, 2023 through December 31, 2023 in an amount not to exceed \$25,000.

The Advance Stores cooperative agreement 2017000280 contract period is from January 1, 2017 through December 31, 2023. City of Charlotte, NC, lead agency agreement including amendments, an executive summary and product list can be accessed online at:

<https://www.omniapartners.com/publicsector/suppliers/advance-auto-parts/contract-documentation>

Advance Stores provides a broad range of automotive parts and supplies across categories and departments. They can provide, but not limited to: batteries, headlights, oil, and filters for utility vehicles, golf carts, and miscellaneous shop equipment to name a few. The Stadium Manager will need the materials and equipment supplied by Advance Stores on an ongoing basis for general replacement associated with preventative and corrective maintenance. Advance Stores has a 24/7 online catalog and a local store nearby allowing for the option of in-store shopping or online purchase and pickup in-store.

The cost of purchases under this agreement is covered in the Stadium Manager's FY 23/24 SCSA budget, Engineering Department and Groundskeeping Department as a shared expense.

2. Amazon.com LLC

Recommend approval to utilize Amazon.com LLC (Amazon) online marketplace to procure supplies, equipment and goods from April 1, 2023 through March 31, 2024 in an amount not to exceed amount of \$250,000.

OMNIA Partners, Public Sector has two Amazon cooperative agreements with two lead agencies offering online marketplace for the purchase of products. Prince William County Public Schools, VA lead agency agreement-TC-17006 is from January 19, 2017 through January 18, 2024. The renewal period provides an option for the lead agency, at its sole discretion, to

extend the agreement for three additional two year periods. State of Utah lead agency agreement MA3457 is from September 9, 2020 through May 5, 2025. Both agreements including amendments, an executive summary and product category lists can be accessed online at: <https://www.omniapartners.com/publicsector/suppliers/amazon-business/contract-documentation#c36074>

Amazon provides access to hundreds of millions of products from hundreds of thousands of suppliers across multiple product categories like office supplies and equipment, promotional items, information technology products, MRO supplies including facility, janitorial and sanitation, restaurant and breakroom supplies. Stadium Manager has a need to procure all these categories of items on an ongoing basis.

Amazon offers its online marketplace to browse and select items to procure online with a credit card. Amazon does not execute local term agreements and provides discount pricing for all OMNIA Partners, Public Sector members.

The cost of these purchases will be covered in the Stadium Manager FY23/24 SCSA budget across all departments as a shared expense.

3. B&H foto and Electronics dba B&H

Recommend approval to utilize B&H to procure audio visual products and accessories from April 1, 2023 through March 31, 2024 in an amount not to exceed \$50,000.

B&H cooperative agreement R201202 contract period is from April 1, 2021 through March 31, 2024. Region 4 ESC, TX, lead agency agreement including amendments, an executive summary and product list can be accessed online at: <https://www.omniapartners.com/publicsector/suppliers/bh-photo-video-pro-audio/contract-documentation#c43419>

B&H provides over 550,000 technology items from over 7,000 brands, have a dedicated account team, state of the art automated warehouse, efficient order processing and real time tracking. B&H also provides various payment options including credit cards and invoices. Technical advice, planning and solutions from experienced professionals are included at no cost. A wide range of technology products covering as audio, video, pro-audio, surveillance, optics, computers and peripherals are available through B&H.

B&H offers its online marketplace to select items and procure online. B&H does not execute local term agreements and provides discount pricing for all OMNIA Partners, Public Sector members. For large orders, individual purchase orders are accepted with longer lead times. Given the volume of our expenditures, placing online orders with the credit card is recommended.

The cost of purchases under this agreement is covered in the Stadium Manager's FY 23/24 SCSA budget, Stadium Operations as a shared expense.

4. CDW Government LLC

Establish a one-year agreement with CDW Government LLC (CDW-G) for information technology solutions related to hardware, software, computer equipment, peripherals and accessories from April 1, 2023 through March 31, 2024 in an amount not to exceed \$100,000.

CDW-G has multiple cooperative agreements. Once approved by the SCSA Board, Stadium Manager will work with Omnia Partners representative to select the most favored agreement suitable for Stadium Manager use. All agreements including amendments, an executive summary and product category lists can be accessed online at:

<https://www.omniapartners.com/publicsector/suppliers/cdw-g/contract-documentation#c35647>

Information technology solutions related to hardware, software, computer equipment, peripherals and accessories are required by Stadium Manager to operate efficiently and all departments have a need to procure as needed.

The cost of these purchases will be covered in the Stadium Manager FY23/24 SCSA budget across all departments as a shared expense.

5. Cintas Corporation

Establish a one-year agreement with Cintas Corporation for purchase of uniforms, brand name apparel, safety footwear, promotional products, facility products, and first aid and safety supplies from April 1, 2023 through March 31, 2024 in an amount not to exceed \$250,000.

The Cintas Corporation cooperative agreement R-BB-19002 contract period is from December 13, 2018 through October 31, 2027. Prince William County Schools, VA lead agency agreement including amendments, an executive summary and product list can be accessed online at:

<https://www.omniapartners.com/publicsector/suppliers/cintas-corporation/contract-documentation#c30957>

Cintas provides uniforms for purchase, brand name apparel, safety footwear, promotional products, facility products, and first aid and safety supplies as needed. Purchase of products include customization such as logos but not limited to direct embroidery, emblems, or custom silkscreening. Purchases will not cover any rental programs nor any labor or other public works performed by vendor at Levi's Stadium; such additional services shall require the execution of a separate service agreement.

An agreement with Cintas will facilitate the acquisition of uniforms for Guest Services, Engineering, Security, and other departments requiring uniforms at Levi's Stadium in a timely

manner. Their breadth of product offerings mentioned above will help minimize the need for individual spot purchases requiring long lead times.

The cost of these purchases will be covered in the Stadium Manager FY23/234SCSA budget across all departments as a shared expense.

6. Grainger Industrial Supply

Establish a one-year agreement with Grainger Industrial Supply (Grainger), for maintenance, repair, operating supplies, industrial supplies and related products from April 1, 2023 through March 31, 2024 in an amount not to exceed \$200,000. The purchase will not cover any labor or other public works performed by vendor at Levi's Stadium; such additional services shall require the execution of a separate service agreement.

Grainger has four agreements with various lead agencies as referenced on their website at: <https://www.omniapartners.com/publicsector/suppliers/grainger/contract-documentation#c35554>. Once approved by the SCSA Board, Stadium Manager will work with Omnia Partners representative to select the most favored agreement suitable for Stadium Manager use.

Grainger provides a complete and comprehensive offering industrial supplies with 1.7 million products such as, but not limited to: electrical, fasteners, lighting, measuring tools, pipe and tube, and tools. Grainger focuses on having products available and delivered when needed, working with 4,500+ suppliers around the world to provide efficient supply chain streamline.

Stadium Manager will need the materials and equipment supplied by Grainger on an ongoing basis for general renewal and replacement associated with preventative and corrective maintenance.

The cost of purchases under this agreement is covered in the Stadium Manager's FY 23/24 SCSA budget, Engineering, Security, Guest Services, Groundskeeping and Stadium Operations Departments as a shared expense.

7. Midwest Motor Supply Company dba Kimball Midwest

Establish a one-year agreement with Kimball Midwest, for maintenance, repair, operating supplies, industrial supplies and related products and services from April 1, 2023 through March 31, 2024 in an amount not to exceed \$50,000. Purchases will not cover any labor or other public works performed by vendor at Levi's Stadium; such additional services shall require the execution of a separate service agreement.

The Kimball Midwest cooperative agreement R192004 contract period is from April 1, 2020 through March 31, 2024. Region 4 ESC, TX, lead agency agreement including amendments, an executive summary and product list can be accessed online at:

<https://www.omniapartners.com/publicsector/suppliers/kimball-midwest/contract-documentation#c35711>

Kimball Midwest provides a product line of more than 45,000 items but not limited to: fasteners, hoses and fittings, drill bits, electrical connectors and shop supplies. The Stadium Engineering staff will continue to need the materials and equipment supplied by Kimball Midwest on an ongoing basis for general renewal and replacement associated with preventative and corrective maintenance. Having Kimball Midwest coming onsite to refill the bin stock will provide the Stadium Engineering staff will need the materials and equipment with no interruptions in their daily activities.

The cost of purchases under this agreement is covered in the Stadium Manager's FY 23/24 SCSA budget, Engineering Department as a shared expense.

Submitted By:  Date: 3/7/2023
Jenti Vandertuig, Procurement Director