NATIONAL IPA™
2555 Meridian Blvd., Suite 300, Franklin, TN 37067
NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE

February 23, 2017

Mr. Kevin Rudd
Chief Sales and Marketing Officer
Network Services Company
1100 E. Woodfield Road, Suite 200
Schaumburg, IL 60173

Re: Award of Contract #R162101

Dear Mr. Rudd:

Per official action taken by the Board of Directors of Region 4 Education Service Center, on February 21, 2017, National IPA is pleased to announce after approval of the exceptions as agreed upon in the terms and conditions that Network Services Company has been awarded an annual contract for the following, based on the sealed proposal (RFP#16-21) submitted on November 18, 2016.

Commodity/Service	**Contractor**
Janitorial Supplies, Equipment, Maintenance and Repair	Network Services Company

This contract is effective March 1, 2017 and will expire on February 29, 2020. As indicated above, your Contract # is R162101. This contract may be renewed annually for an additional two (2) years if mutually agreed by Region 4ESC/National IPA and Network Services Company.

Your participation in the proposal process is appreciated and we look forward to a successful partnership. Please feel free to provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions, please feel free to contact me at 615-380-1307 or alan.piper@nationalipa.org.

Sincerely,

Al Piper, CPPB
Contract Manager

CNC Chemicals
2017-2018 Usuage Estimates

Stores or MCS Item #	Description	Brand Name	Ecolab Product #	Estimated Annual Usage	Unit	Current Bid Pricing	Current Annual Cost		National IPA Pricing	National IPA Annual Cost
S006019012	Detergent, Dishwashing	Ecolab Solid Power XL	6100185	150	case	80.5	$ 12,075.00		81.38	$ 12,207.00
S006019013	Rinse Additive	Ecolab Solid Brilliance	25395	70	case	139.56	$ 9,769.20		0	$ -
		Rinse Dry	10942	140	cs				73.32	$ 10,264.80
S006019015	Delimer	Ecolab Lime A Way	6101131	140	case	32.79	$ 4,590.60		34.78	$ 4,869.20
S006019014	Detergent, Pot & Pan	Ecolab Pantastic	12963	264	case	51.79	$ 13,672.56		46.99	$ 12,405.36
S006019016	Floor Cleaner	Ecolab Sanitize Wash & Walk	6100731	120	case	68.08	$ 8,169.60		0	$ -
		Oasis 115	10625	120	case				47.94	$ 5,752.80
S006019020	Sanitizer, Quat	Ecolab Oasis 146	17781	180	case	85.13	$ 15,323.40		96.99	$ 17,458.20
S006019025	Floor Cleaner, Freezer	Ecolab Kool-Klene	15461	10	case	81.12	$ 811.20		98.56	$ 985.60
Y0251	Detergent, Dishwashing	Ecolab Spearhead	18077	24	30-gal.	251.17	$ 6,028.08		255.85	$ 6,140.40
Y0177	Detergent, Pot & Pan	Ecolab Monsoon	13505	8	5-gal.	99.02	$ 792.16		94.35	$ 754.80
Y0226	Rinse Agent	Ecolab Rinse Dry	10934	12	5-gal.	99.02	$ 1,188.24		82.35	$ 988.20
Y0155	Laundry Detergent	Ecolab Eco-Star L2000XP	6100032	2	15-gal.	244.03	$ 488.06		311.47	$ 622.94
Y0126	Laundry Destainer	Ecolab Laundri Destainer	15982	2	5-gal.	24.27	$ 48.54		36.94	$ 73.88
Y0101	Laundry Detergent Boost	Ecolab Tri-Star Break III Extra	16558	2	5-gal.	78.62	$ 157.24		101.61	$ 203.22
J0501	Hand Wash, Anti-Bacterial	Ecolab Digiclean	23672	90	case	65.64	$ 5,907.60		0	$ -
		NX AB Foam	6100716	81	cs	0	$ -		59.99	$ 4,859.19
		TOTAL ANNUAL COST					$ 79,021.48			$ 77,585.59