

VWR International, LLC (VWR)

2020 Laboratory Equipment and Supplies Initiative

RADFORD
UNIVERSITY

LABORATORY EQUIPMENT & SUPPLIES OH MY!



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LABORATORY EQUIPMENT & SUPPLIES

VWR INTERNATIONAL, LLC (VWR)

- VWR offers discounted pricing for general laboratory supplies and equipment.
- VWR has a E&I Cooperative Purchasing Agreement which permits a member of the Virginia Higher Education Procurement Cooperative (VHEPC) to purchase goods and services Contract # CNR01459.
- The University has designated VWR as the primary supplier for laboratory equipment and supplies.

LABORATORY EQUIPMENT & SUPPLIES

STRATEGIC INITIATIVE RESULTS

- The University is provided a rebate based on total annual spend in Year 1.
- Growth rebate after Year 1 on incremental growth.
- eVA punchout catalog with University Hot List of 500 items
- Market Basket Pricing (5,000 items)

LABORATORY EQUIPMENT & SUPPLIES

E&I COOPERATIVE PURCHASING AGREEMENT # CNR01459

- Primary Vendor for Lab Equipment and Supplies
- Effective July 6, 2020:
 - ✓ VWR will be the primary provide of lab equipment and supplies supplies to Radford University
 - ✓ eVA punch-out catalog will be primary method of procurement

LABORATORY EQUIPMENT & SUPPLIES

GUIDELINES

- Account codes for primary lab supplies and equipment:
 - ❖ 713410 - Lab Supplies
 - ❖ 722410 and 72241C - Laboratory Equipment
- Deeper discounts
- Customized Landing Page
- Free shipping (except for overnight shipping that is requested by end user)

LABORATORY EQUIPMENT & SUPPLIES

CONTACTS

- Dedicated Sales Representative
 - Primary: Kalyn Price, Sales Associate
kalyn.price@avantosciences.com
Mobile #: 540-556-2812
 - Secondary: Lynn Moore, Regional Director
lynn.moore@avantosciences.com
Mobile #: 434-249-1196
 - Alternate: Amanda Starke, Senior Sales Representative
amanda.starke@avantosciences.com
Mobile #: 757-346-8489

LABORATORY EQUIPMENT & SUPPLIES

FY2020 SPEND DATA

- Lab Supplies
 - ❖ \$213,967 (Deleted Ordered/ Canceled Order Status)
 - ❖ \$40,261 (19%) of Spend was with VWR
- Lab Equipment
 - ❖ \$424,851.68 Total minus ETF, X02, S01 = \$82,142
 - ❖ \$16,814 (20%) of Spend was with VWR
- Total FY2020 Spend for Lab Equipment and Supplies = \$296,109

LABORATORY EQUIPMENT & SUPPLIES

REVIEW PROCESS

- All eVA orders submitted will be reviewed by the Fiscal Year Approver
- Primary account codes that are not VWR:
 - ✓ Confirm waiver documentation is attached
 - ✓ If not, Fiscal Year Approver forwards to the Contract Officer for review

LABORATORY EQUIPMENT & SUPPLIES

EVA PUNCH-OUT DEMONSTRATION