VWR International, LLC (VWR)

2020 Laboratory Equipment and Supplies Initiative
LABORATORY EQUIPMENT & SUPPLIES OH MY!
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 provider of lab equipment and supplies
  - 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@avantorsciences.com
    Mobile #: 540-556-2812
  - Secondary: Lynn Moore, Regional Director
    lynn.moore@avantorsciences.com
    Mobile #: 434-249-1196
  - Alternate: Amanda Starke, Senior Sales Representative
    amanda.starke@avantorsciences.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