



Wes Moore, Governor · Aruna Miller, Lt. Governor · Atif Chaudhry, Secretary

**Facilities and MRO Supplies
NASPO ValuePoint RFP 758 2400000228,
Master Agreement
MA 758 2400000412 – Lawson Products, Inc.**

**Intergovernmental Cooperative Purchasing Agreement
Procurement Officer Determination
COMAR 21.05.09.04**

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the Department of General Services (“DGS”) Office of State Procurement (“OSP”) may initially sponsor or participate in, renew, modify, or administer an Intergovernmental Cooperative Purchasing Agreement (“ICPA”) on its own behalf or on behalf of another agency when a determination is made under SFP §13-110 and COMAR 21.05.09.04.

In accordance with COMAR 21.05.09.03B, “A primary procurement unit may purchase its requirements from another government entity’s contract if that contract is an intergovernmental cooperative purchasing agreement and is available for use by the primary procurement unit.” As the DGS OSP Procurement Officer, I have determined that the State’s continued participation in the Intergovernmental Cooperative Purchasing Agreement (“ICPA”) with Lawson Products Inc. (“Lawson”) under NASPO ValuePoint (“NASPO”) RFP #758 2400000228, Master Agreement MA 758 2400000412 remains in the best interest of the State. This Procurement Officer Determination is being completed in advance of the expiration of the base term of these contracts August 31, 2026. This determination documents the basis supporting the request to pick up the first of two (2) two-year options available.

The proposed contract pricing meets the requirements of the ICPA under COMAR 21.05.09.01B(2)(a). The process to directly solicit such a contract would take a significantly longer period of time than participating in the completed ICPA, particularly since a competitive bid process has already been completed by NASPO. Additionally, the amount of time in the award process is reduced, and this method promotes administrative efficiencies and provides cost benefits to the State as it relates to COMAR 21.01.01.03. The State continued its participation through an IDIQ requirements-type contract, with State and local government agencies placing orders against this awarded contract; therefore, the total contract value will be determined by the work orders issued under the contract. However, the estimated spend on the contract is approximately \$1,000,000 per year.

The NASPO contract was awarded September 1, 2024 to August 31, 2026, and was approved for a two-year term with two (2) additional two-year renewal option periods through August 31, 2030, at the discretion of NASPO. The State of Maryland’s renewal is based on the master contract terms and conditions, market research conducted at the time of renewal, and the State’s independent determination that continued participation remains in the best interest of the State. Continued participation in this ICPA provides a contract vehicle for State facilities within the State of Maryland through the applicable renewal period, subject to the availability of the master agreement and the State’s continued determination that the contract provides value.

The solicitation was issued on March 15, 2024, and publicly opened on April 29, 2024. A contract was awarded to four (4) vendors, Fastenal Co, Lawson Products, WW Grainger and MSC as authorized vendors. Lawson was determined to be qualified based on their ability to provide Facilities MRO and Industrial Supplies in accordance with the solicitation requirements. Each vendor met and complied with the applicable specifications and requirements of the solicitation, in accordance with the evaluation criteria of the RFP.

DGS and other State agencies continue to receive fair and reasonable prices through pricing established under this competitively awarded cooperative contract. The chart below provides a comparison of discount percentages offered by vendor under awards with three (3) commonly used cooperatives utilized by the State. Of the three, the discounts provided under the NASPO agreement provide the most benefit to the State and other agencies.

Vendor	NASPO ValuePoint	OMNIA Partners	Sourcewell
Fastenal Co.	30% - 60%	23% - 52%	23% - 40%
Lawson Products	22% - 55%	N/A	N/A
MSC Industrial Direct Co	24% - 35%	N/A	6% - 35%
WW Grainger	21% - 30%	5% - 22%	7% - 24%

DGS and other agencies shall receive fair and reasonable prices which were competitively bid, and the proposed contract pricing meets the requirement of the ICPA under COMAR 21.05.09.01B(2)(a).

The initial Procurement Officer's Determinations recommending award to Lawson was approved by the Secretary on April 8, 2025.

Therefore, based upon this independent analysis, I have determined that the first of two (2) renewal options of the Intergovernmental Cooperative Purchasing Agreement with Lawson Products Inc. under the NASPO ValuePoint Master Agreement shall be in the best interest of the State. This Procurement Officer Determination documents the basis supporting that determination in accordance with COMAR 21.05.09.04. Continued participation provides cost benefits to the State, promotes administrative efficiencies, supports intergovernmental cooperation, and is not intended to evade the purposes set forth under COMAR 21.01.01.03.

Matthew Smith

8/21/2026

Matthew Smith, Procurement Officer, DGS OSP / Date

RL Johnson

8/21/26

Rod Johnson, Associate Director, DGS OSP/Date

Kareen Davis

24/08/2026

Kareen Davis, Director of Operations, DGS OSP / Date

Amit Khardori

22/09/2026

Amit Khardori, Deputy Chief Procurement Officer, DGS OSP/Date

Jamie Tomaszewski

[JAMIE TOMASZEWSKI \(Sep 24, 2026 10:41:32 EDT\)](#)

24/09/2026

Jamie Tomaszewski, Acting Deputy Chief Procurement Officer, DGS OSP/Date

Linda Dangerfield

[Linda Dangerfield \(Sep 24, 2026 13:02:01 EDT\)](#)

24/09/2026

Linda Dangerfield, Acting Chief Procurement Officer, DGS OSP / Date

MRO Supplies Option 1 ICPA POD - Lawson 8 21 26 MATthew

Final Audit Report

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