



Cooperative Contracts

TRUST IN EXPERIENCE. STRENGTH IN NUMBERS.

E&I Cooperative
Services
Sourcing. Strategy. Savings.®

CONTRACT OVERVIEW

THE E&I PROCUREMENT SOLUTION FOR ROOFING, BUILDING ENVELOPE AND CONSTRUCTION SERVICES

Weatherproofing Technologies, Inc.'s (WTI) response to E&I's solicitation for "Roofing Systems, Exterior Building Maintenance, Products, Supplies and Related Services" includes the flexibility of several compliant and nationally accepted "methods of delivery" to ensure best value regardless of project size, scope and location. The contract provides options for each member institution to execute their roofing, weatherproofing, maintenance, asset management, or related building envelope projects in a manner they choose under a competitively solicited contract. The method of delivery can change from project to project depending on the member institution's administration's best practices or procurement laws.

HOW DO MEMBER INSTITUTIONS PROCURE ROOFING & BUILDING ENVELOPE SOLUTIONS?

The contract allows for five unique Methods of Delivery for the member institution to utilize to procure roofing and building envelope solutions.

WHAT IS RSMEANS?

RSMeans is a nationally accepted Construction Cost Estimating Data Price Book. It has been used by the construction industry for over 70 years as a basis for pricing projects considering every facet of a construction project, including materials, labor, transportation, storage, etc., and utilizes a coefficient based on regional costs.

1

MATERIALS ONLY

The member institution can procure Tremco materials and bid out the labor as a traditional bid. Under this method, the member issues a P.O. to WTI for the materials and a separate P.O. to their awarded contractor. *Tremco materials receive a 13.3% discount.*

2

CONSTRUCTION MANAGEMENT SERVICES (CMS)

CMS can be utilized with either *Material Only* purchases or as part of the *General Contracting* process. This allows member institutions the ability to add onto a material only order, in an à la carte manner, either just project management or varying levels of construction services such as specification development, safety plans, or management of various trades to complete a project.

3

TURNKEY/FULL GENERAL CONTRACTING (GC)

The member institution can procure material and labor (installation) solutions where WTI serves as the GC and is responsible for the entire project. WTI utilizes *best in class local subcontractors* from its network of qualified contractors that can include MBE, WBE, SDB, HUB, DBE, DVBE, SDV or BEP certified trades to meet customer requirements. The project is priced utilizing the contract's *line-item pricing* which includes labor and material based on a specific unit of measure. In addition, where necessary, GC projects can utilize *RSMeans* which is a nationally accepted Construction Cost Estimating Data Price Book.

4

THE NATIONAL COOPERATIVE CONTRACTOR NETWORK

Administered by Tremco, the National Cooperative Contractor Network provides educational entities and public agencies the ability to award roofing and building envelope projects to local contractors *who meet a variety of predefined criteria* under the competitively solicited and publicly awarded contract.

5

JOC / IDIQ

JOC (Job-Order-Contracting) / IDIQ (Indefinite Delivery/Indefinite Quantity) is a legal, well-recognized procurement method used by governmental entities for decades. WTI utilizes *best in class local subcontractors* from its network of qualified contractors that can include MBE, WBE, SDB, HUB, DBE, DVBE, SDV or BEP certified trades to meet customer requirements. This method of delivery utilizes *RSMeans* pricing.



WORK WITH YOUR PREFERRED CONTRACTORS ENROLLED IN THE NATIONAL COOPERATIVE CONTRACTOR NETWORK

Together with E&I, Tremco is pleased to offer participants the unique ability to compliantly work with their preferred roofing and weatherization contractors. In-Network Contractors are prequalified by meeting a range of qualifications, including quality, past performance, financial stability, safety and insurance requirements, and they follow the competitive pricing offered through the E&I contract.

As the Program Administrator, Tremco assumes responsibility for contractor enrollment and the management of this contract. Our goal is to ensure our customers have direct access to the quality contractors of their choosing, with the added assurance that the procurement process meets all state procurement laws and regulations as applicable.

So if you'd like to award more work to a local contractor with a strong performance record, ask if they're a member of the National Cooperative Contractor Network. If they're not, encourage them to apply by emailing nccadministrator@tremcoinc.com.

WHAT CAN BE PURCHASED THROUGH WTI'S E&I CONTRACT?

- **Innovative and sustainable roofing and facility restoration products** for maximum long-term performance with minimum environmental impact, ease of application and lower labor costs
- **Turnkey services** that extend roof life via advanced diagnostics, early intervention, timely maintenance and repair
- **Turnkey roofing solutions** including restoration and full replacement
- **High performance building solutions** including building weatherization, air barrier sealing, and building ventilation system cleaning/sanitizing to make your facilities comfortable, safe, healthy and efficient
- **Diagnostic and weatherization services** to eliminate gaps, cracks and holes in the building envelope to protect buildings and occupants and manage energy consumption
- **Asset management programs** to meet your buildings' performance and financial goals
- **Construction project management** from the bid process through completion, including daily on-site supervision
- **Rooftop safety evaluations and solutions** to meet safety goals and requirements



THE POWER COUPLE: TREMCO ROOFING AND WTI

As an industry leader since 1928, Tremco Roofing and Building Maintenance offers a breadth and depth of roofing systems for every environment and the technical know-how to solve our customers' biggest problems. And because our affiliated construction services company **WTI*** offers turnkey maintenance, repair, roof management and general contracting services for the entire building envelope, we have the unique ability to provide a total solution to maximize building performance and our customers' return on investment.

***WTI (Weatherproofing Technologies, Inc.)** is an affiliate of Tremco Incorporated and part of the Tremco Construction Products Group. Tremco manufactures roofing, waterproofing, and building envelope products and can deliver these products in conjunction with WTI who provides diagnostic, maintenance, asset management, restoration, project management, full roof replacement, restoration, and other technical services and solutions.



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TREMCO ROOFING & BUILDING MAINTENANCE | WTI

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E&I COOPERATIVE SERVICES

To learn more about how this excellent roofing and facilities program can further benefit your institution, contact David Ott, E&I Portfolio Support Executive-Facilities | dott@eandi.org