

# Capability Statement

## Stay Safe Solutions, Inc.

### AUTOMOTIVE PARTS AND SUPPLIES

Managing Supply Chains and Sourcing as a Valuable Resource for Our Customers



## Company Profile

Stay Safe Solutions, Inc. is a federally certified Service-Disabled Veteran-Owned Small Business (SDVOSB) and State of California certified Small Business Disabled Veteran Business Enterprise (SB/DVBE) organization providing wholesale distribution for a wide range of automotive goods and services for Private Sector organizations as well as Federal, State, and local governments. Key lines include:

- Proud reseller of **NAPA Auto Parts and Supplies** offering a comprehensive service to auto repair professionals and fleet operations with quality parts and supplies.
- **NAPA Know How** provides quality, warranted OEM parts and knowledgeable advice and service.
- **Stay Safe Solutions** and **NAPA** provide access to the Auto Care Repair Estimator to accurately estimate auto repairs and services to let customers know the cost for small and large repairs in advance.
- Jointly, the **Stay Safe** and **NAPA** system has more than 500,000-part numbers, 57 distribution centers, 6,000 NAPA Auto Parts stores, and more than 16,000 NAPA Auto Care and Auto Care Collision Centers throughout the United States.

Together, Stay Safe and NAPA offer a powerhouse sourcing relationship with unmatched B2G (government), B2B (business) and B2C (consumer) capabilities. We offer superior customer experiences providing timely (usually daily) delivery for essential automotive and truck products and supplies.

**Keywords:** automobile and truck parts, auto and truck parts, auto replacement parts, auto collision centers, auto accessories, NAPA, auto paints, auto refinishing, farm supplies, marine supplies, automotive tools, automotive equipment, heavy duty parts.

## NAICS Codes

- **423120** - Motor Vehicle Supplies & New Parts Merchant Wholesalers.
- **441310** - Automotive Parts and Accessories Store.



## Differentiators

- NASPO Pricing
- Targeted Bid Advantages
- Fulfill Small Business/Disabled Veteran First Policy Diversity Procurement Goals
- VETS First
- Strategic distribution network of automotive replacement parts, accessories, and service items
- Fast order fulfillment (usually daily) with lower transportation and shipping costs
- Comprehensive OEM product selection and availability

## Core Competencies

- **Procurement** - we leverage our tools, insight and procurement expertise to meet all customer's needs and challenges.
- **Solutions** - We offer a comprehensive and complete source for all your automotive and truck parts and supplies.
- **One-Stop Shop** – Stay Safe provides multiple, complete sourcing services on-site from one customer location.

## Past Performance

- **Over \$100M** in top line revenue winning and successfully fulfilling and servicing contracts
- Successful government contract past performance
- Successful contracts / subcontracts with Fortune 1000 companies

## GET IN TOUCH

Ken Shoemake  
President/CEO

Stay Safe Solutions, Inc.  
Ken@staysafesolutions.com



916-995-7262  
staysafesolutions.com

Mailing Address: 1809 S Street, Suite 101-179 Sacramento, CA 95811-6736

DUNS: 831255083  
FOUNDED: 2003  
CAGE: 5KYL7  
CA Certified SB/DVBE: #1752562  
VA Verified SD/VOSB: #285552  
SAM UEI Number: ZFG7JU2KFU78

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## Success Stories

### Successful contracts / subcontracts with Fortune 1000 companies:

- Walmart
- Wells Fargo Bank
- Avantor / VWR (NASPO Agreement)
- Amerisource Bergen
- Kaiser Permanente
- Stryker
- McKesson



### Successful government contracts:

- State of California \$60M+ statewide copy paper contract (mandatory for ALL state agencies)
- State of California \$10M+ statewide rainwear contracts for the California Department of Transportation (Caltrans) and the California Highway Patrol (CHP)
- State of California \$2M+ hospital beds contracts for the California Department of Veterans Affairs (CalVet) and the California Department of Corrections and Rehabilitation (CDCR)
- State of California \$2M+ traffic controller contract for the California Department of Transportation (Caltrans)
- Riverside County promotional products contract
- City / County of San Francisco laboratory supplies
- State of California (NASPO Subcontract) laboratory supplies



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