

# Capability Statement Stay Safe Solutions, Inc.

## MAINTENANCE, REPAIR, and OPERATIONS (MRO)

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 MRO goods and supplies for Federal, State, and local governments as well as Private Sector organizations.

### Key lines include:

Stay Safe offers virtually every hand and power tools to support **Electrical, HVAC and Mechanical** applications.

- **Hardware / Maintenance, Repair, Operations** products including relationships with:
- **True Value Company** (Store #18434), a world leader in hardware and MRO.
- **MSC Industrial Direct** –leading wholesalers of hardware / industrial supplies with over 1.5 million MRO, metalworking, and industrial products.
- **ORS Nasco** offers over 200,000 premium products from 600 brands industrial, welding, construction, machinery, and maintenance operations.
- **WESCO/ANIXTER** -strategic leading supplier of MRO & Safety, Electrical & Lighting, Communications & Networking, and Power Generation and Distribution equipment and services.

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

**Keywords:** maintenance and repair parts, hand tools, power tools, paints, pesticides, safety & security products, hoses, filters, piping, operations supplies and parts, HVAC supplies and products, electrical & lighting, janitorial equipment and supplies, material handling, plumbing supplies, welding supplies.

## Differentiators

- NASPO Pricing
- Targeted Bid Advantages
- Fulfill Small Business/Disabled Veteran First Policy Diversity Procurement Goals
- VETS First
- Strategic distribution network of MRO and Hardware supplies and equipment
- Fast order fulfillment (usually daily) with lower transportation and shipping costs
- Comprehensive 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 complete and comprehensive source for all your MRO and Hardware supplies and equipment.
- **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

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

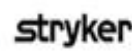
## Success Stories

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

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

### NAICS Codes

- **423710** - Hardware Merchant Wholesalers. Tools, Hand tools, Plumbers Tools and equipment, power hand tools, specialty-lines
- **444130** - Hardware Stores / Maintenance, Repair and Operation (MRO)
- **423120** - Hand tools, motor vehicle mechanics tools
- **424990** - General merchandise, nondurable goods, merchant wholesalers
- **423850** - Janitorial Equipment & Supplies



### 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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