

001225-May2019 - University of California Systemwide Flooring RF

Questionnaire Name: *	Value Add
Questionnaire Description:	Payment, Rebate, Recycling & Cost Evaluation

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Mohawk Commercial, Inc.
-	1	* Please describe how your company can help offset the cost associated with AB2398 whether through discount, exchange, or recycling credits.	16.67%	-	AB1158 is administered through the California Carpet Stewardship Program, which was developed to meet the requirements for carpet recycling set by the California law AB 2398 (modified in 2017 by AB1158). This program is managed by CalRecycle. Through our internal and external waste management initiatives, we rely on our recycling partners to assist with landfill diversion projects. In doing so, we can support their businesses and our sustainability initiatives simultaneously. Currently, we do not offer a discount, exchange, or recycling credits
-	2	* Please outline rebate or volume incentives you are willing to provide the University.	16.67%	-	Mohawk will not offer an additional rebate outside of the existing 3% to Omnia Partners.
-	3	* Please indicate your preferred invoice delivery method.	16.67%	Electronic Invoice via Transcepta; cXML; EDI; Traditional Invoice in Paper or Email Format	Traditional Invoice in Paper or Email Format
-	4	* Please indicate your preferred payment and settlement terms	16.67%	Preferred - Payment Plus (Virtual Credit Card) Net Due; ACH 2%10 Net 30; ACH 1%10 Net 45; ACH Net 60; Paper Check Net 60	ACH Net 60

5	<p>* What additional services, not outlined within this solicitation, can your company provide in delivering greater value to the University?</p>	16.67%			<p>Mohawk Industries is one of the few companies, if not the only, in the industry that has a leading position in all flooring types. Mohawk Industries has seen the trend of the “solution” sale. Coordinated broadloom, modular, vinyl, ceramic, and wood design has provided a new power to the designers and architects to know that there will be a solution, regardless of design inspiration. The “solution” includes the building of consistent procurement processes to match the unique needs of public – private financial considerations. Mohawk is unique in its ability to enable design and finance to be happy at the same time.</p> <p>Project Management Solutions – Mohawk can provide solutions that bridge any gaps in your ability to manage a project internally, such as connecting you with our trusted installation partners, or providing a complete turnkey solution managed by Mohawk. Our turnkey program may include estimating, installation, project management and post-installation services.</p> <p>Mohawk supports the independent contractor relationship, believing that in a competitive marketplace the best outcome for your project will be achieved through strong manufacturer and installer partnerships, each providing the product or service they do best. Domestically, we work with the largest commercial networks of the most highly regarded installation firms in North America. Using these networks, we have the capability to manage installation services either through a turnkey or a direct sales approach with consistent service and quality.</p> <p>We also successfully utilize CAD simulations for pattern validation internally, and customer validation as requested or needed. This method is especially useful in the beginning of the development process as an environmentally friendly approach in situations where multiple patterns and/or color ways are involved. Again, there are no direct costs to the customer for these services.</p> <p>Our award-winning Visualizer tool provides a library of room scenes where a product and color can be selected, giving a quick simulation of how a carpet might look in your space. DesignFlex Visualizer is a program developed specifically for a collection called State of Mind. It allows you to use a library of room scenes or your own, drop in images using patterns and colors from the collection, and create a customized flooring plan that may be used for specification and to insure your contractor understands the desired pattern.</p>
6	<p>* How can your organization support the educational, research, and career development initiatives of our campus communities?</p>	16.67%			<p>While working to shrink our environmental footprint, we’re working to expand our social handprint – always striving to ultimately achieve a net positive impact. An important way Mohawk leaves a positive handprint is by touching communities through innovative partnerships and projects to give back to the places where we live and do business.</p> <p>Our stated position through contract agreements, as well as George Bandy’s, VP Commercial Marketing and Sustainability, outlines available Internships for the varied academic disciplines such as the Engineering department, Sustainable Institute, Environment Sciences curriculum, etc. We continually strive to better understand our client’s needs and by engaging with our clients through Internship programs, it assist’s Mohawk in achieving our “social and community” efforts of our Sustainable objectives. On the educational front, we do offer CEU course presentations on a local level and on a variety of topics. We are very excited to inform you of the launch of our newest CEU presentation – Achieving a 4.0 for Sustainability in Higher Education.</p> <p>Mohawk has also engaged in a special partnership with Groundswell to reduce greenhouse gas emissions and offset the energy and resources used during manufacturing, which intersects with your Carbon Neutrality Initiative (CNI) launched in 2013. This three-year partnership will oversee the donation of 10 SmartFlower solar energy units to underserved communities and educational institutions with STEM programs across the United States. The first SmartFlower was unveiled in June 2018 in Chicago at the Renaissance Collaborative, a community development corporation that exists to promote self-sufficiency for members of the Bronzeville community. Last fall, the second SmartFlower was located near three schools in Eden, North Carolina. Eden is home to Mohawk’s historic Karastan woven rug and broadloom manufacturing facility. These projects will bring the benefits of clean solar power to the area, create educational opportunities for students and the community while contributing to Mohawk’s sustainability efforts to leave more handprints over footprints.</p> <p>Over the past two years, Mohawk has engaged in innovative partnerships with educational institutions to offset the water resources used during manufacturing. We developed a hand-printing strategy with Morehouse College in Atlanta and installed new, low flow showerheads in their dormitories saving them more than 1.2 million gallons annually. In expanding our water handprint, we have provided Hampton University in Virginia with low flow showerheads for select dormitories to save the college more than 4 million gallons annually. The subsequent reduction in water usage has resulted in lower operational costs for the universities allowing those funds to be redistributed in the form of scholarships.</p> <p>As Mohawk continues its journey to Believe In Better, we move one step closer in our quest to create a healthier, socially and culturally rich, and ecologically restorative future. Our products have a net positive impact for people and the environment through innovations in materials, manufacturing and community involvement. Mohawk is committed to helping their customers build a better tomorrow.</p>