



# Parking Management, Equipment and Services



Effective September 1, 2019 through August 31, 2022

## Products and Services Available

This category includes parking management (snow/ice removal, valet, concierge, wheelchair assistance/transportation, lot/garage security), parking lot equipment, revenue control equipment, procurement and installation project management, claims processing, system design and layout.

## How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with E&B and SP Plus.
- A PMDF/PA is not available with Premier Parking because there are no pricing tiers associated with this agreement.
- A service agreement is required with all suppliers.
  - See Exhibit J for details for Premier Parking.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-FA-758	PP-FA-556
	PP-FA-759	New
	PP-FA-760	New

**ASCEND®:** There is no ASCEND award in this category.

## Aggregation Opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

## Class of Trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

## Other Key Value and Terms

- Pricing is firm for the term of the agreement with E&B and Premier Parking.
- Discounted percentages will not decrease throughout the term of the agreement with SP Plus.
- Financial analysis reveals:
  - E&B's new agreement pricing has increases that range from 3.7 percent to 12.63 percent compared to its expiring agreement pricing. Pricing increases are due to minimum wage increases across the United States.
  - SP Plus is the low-cost supplier, based on pricing scenarios for valet parking services.
- E&B Parking offers parking equipment analysis and logistics planning and traffic assessments at no charge as value-adds.
- SP Plus offers insight analytics, consulting services and master planning and equipment acquisition assistance at no charge as value-adds.
- SP Plus offers grandfathering of current pricing. If a member currently has a locally negotiated agreement with more favorable overall value compared to this agreement, the member will have the right to sustain their locally negotiated service pricing and terms throughout the term of this agreement.
- SP Plus offers a 2 percent early payment discount.
- Available direct: E&B Parking, Premier Parking, SP Plus

## Supplier Contact Information

- E&B Parking Services Inc. (a division of Towne Park): Daryl Stilley, 832.549.5172, [dstilley@townepark.com](mailto:dstilley@townepark.com)
- Premier Parking Management Company LLC: Lora Pfeffer, 580.628.1390, [lpfeffer@premierparking.com](mailto:lpfeffer@premierparking.com)
- SP Plus Corporation: Andrea Oser, 502.777.9858, [aoser@spplus.com](mailto:aoser@spplus.com)

**Note:** Supplier contact information is current as of August 19, 2019. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

## Related Category

- Landscaping and Grounds Maintenance Services: Grass mowing, plant pruning, edging, seasonal coloring, water management, irrigation winterizing and summarizing and tree-care services (removal, preservation, cabling and bracing)



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## Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

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