Delivering a new supplier to serve your lab

Working together to source and onboard Linde Gas & Equipment as a new Preferred* packaged gas supplier for MIT labs

*Preferred Suppliers are selected through a formal sourcing process. These suppliers have multi-year contracts in place with MIT that feature negotiated pricing, terms, and service levels.
Bringing together stakeholders
Collaborative decision making

**Preparation**
- Community Outreach
- Market Research

**Research**
- Community Satisfaction Survey
- Community Focus Groups
- Higher Ed Landscape
- Suppliers capable of servicing MIT

**RFP Released**
- RFP Created
- RFP Issued to Five Suppliers
- Evaluation team formed

**Evaluation**
- Responses Received and Evaluated
- Evaluation Committee short list
- Suppliers Presentation and Interview
- Final decision by Evaluation Committee

**Award**
- Contract, pricing and SLAs negotiation
- Present to senior leadership
- Contract Awarded to Linde Gas & Equipment

**Transition**
- Communicate changes to the community
- Introduce Linde account rep to lab managers
- Complete lab assessments and account set-up
What’s Next?

• Return your Airgas Cylinders!

• Work with your EHS coordinator to identify Airgas cylinders that are listed in your inventory report but are not physically present in your lab

• Continue to provide feedback

Jim Bagley  
VPF Strategic Sourcing Analyst  
jbagley@mit.edu

Chris Hindle  
Linde Gas & Equipment Account Rep  
chris.hindle@linde.com

Al Bell  
Linde Gas & Equipment Account Rep  
henry.bell@linde.com