

COOPERATIVE PURCHASING

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Definition of Cooperative Purchasing

Two or more entities join together to
combine requirements for goods or
services through a common
procurement

Types of Cooperatives

- True Cooperatives
 - Two or more organizations combine requirements and solicit offers
- Piggybacking
 - One or more organizations represent their requirements and include an option for other organizations to use the resulting contract
- Third Party Aggregators
 - An organization brings together multiple organizations to represent their requirements and manage resulting contracts

Special thanks to Kathy Muse, CPPO
Director of Purchasing and Supply
Fairfax County, Virginia

Benefits of Cooperative Purchasing

- Direct cost savings
 - Volume price discounts
 - Other leveraged concessions
- Indirect cost savings
 - Administrative efficiencies and reduction of duplication across jurisdictions
- Knowledge Transfer
 - Networking opportunities for staff to learn and compare best practices
- Collection of Administrative fees
 - To fund staff costs, research costs, professional development...

Western States Contracting Alliance (WSCA)

Formed in 1993

- Consists of the principle procurement officials of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Minnesota, Montana, Nevada, New Mexico, Oregon, South Dakota, Utah, Washington and Wyoming.



WSCA

- Purpose of the Organization
 - To facilitate cooperative, multi-State contracting
 - To achieve cost-effective and efficient acquisition of quality products and services
 - To facilitate networking and professional development opportunities for State procurement professionals

WSCA Operations

- Monthly Director meetings
- Yearly Cooperative Development Conference
 - Emphasis on Buyers, developing cooperative contracts, networking, professional development
- Regular Subcommittee meetings

Bottom Line: A lot of work, cooperation, coordination, and problem resolution

WSCA Procedures

- Product/Service Selection
- Member Survey
- Standardized process
 - Documents, budgeting, revenue collection, procedures
- Directors vote on each procurement
- Lead state procures/awards contract(s)
 - With help of other participating States
 - Model RFP/ITB, Ts&Cs,
 - Can be tailored to address individual State needs
- States sign participating addendums

Current WSCA Contracts

- Computers
- Industrial Supplies
- Lab Supplies
- Wireless
- Public Safety Radios
- Procurement Cards
- Data Communications
- Electronic Monitoring
- Mailroom Equipment
- Strategic Sourcing
- Vehicle Lifts
- Small Package Delivery
- Infant Formula
- Breast Pumps
- Fuel Cells

Potential New WSCA Contracts

- Office Supplies
- Software
- Janitorial Supplies
- Satellite Phones
- Print Management Assessment
- Procurement Card Acceptance
- Tires, Tubes, services
- Ammunition and reloads
- Quick Copying Service
- Small and Disposable Canteen Items
- Traffic Control QPL
- Safety Vests
- Fire and Life/Safety Supplies and Equipment
- General Law Enforcement Supplies and Equipment

WSCA is Willing to Help You

- Establish or organize your regional cooperative, association, or Alliance (under the NASPO umbrella)
- Prepare standard procedures and documents
- Organize cooperative purchasing conferences and seminars

How: With People, Time and Funding

The WSCA Challenge

The WSCA Directors challenge you to duplicate or exceed the success WSCA has achieved.

We're standing by to help you.

NASPO PROCUREMENT COOPERATIVE

A Vehicle for Cooperative Procurements Among NASPO Member States

Purpose

- Establish the NASPO Procurement Cooperative
- Outline processes for conducting cooperative solicitations and establishing contracts
 - Contracts do not have to be "national" but may be more "regional" in character
- Provides a vehicle for states to participate in cooperative purchasing, but does not commit states to expenditure of any funds.

Goals

- Maximize cost savings/reduce admin costs
- Utilize uniform specs and consolidate requirements to encourage competition
- Promote purchase of environmentally preferred products
- Develop specs that encourage pollution prevention, waste reduction and energy conservation.

Membership

- “Signatory States” – those that sign the MOA to be part of the NASPO Cooperative
- All NASPO members eligible to belong if they wish.
- Does not restrict your membership in any other cooperative purchasing alliance

Cooperative Procurement Committee

- Made up of eight representatives from Signatory States
- Chair and Vice Chair nominated by the signatory states and appointed by the NASPO President
- Committee members should reflect a balance of representatives from all NASPO regions if possible.

Process

- Follows the WSCA model
 - Final approval for potential cooperative contract required from NASPO Board of Directors
 - Lead State
 - Survey/Intent to Participate
 - Solicitation/Award
 - Participating Addendum

What's Next?

- MOA made available to all NASPO members
- Interested States sign on to NASPO Cooperative
- Include discussions of possible cooperative contracts in regional meetings
- Utilize expertise and experience of state directors already doing cooperative procurements (WSCA and others).
