

NASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

NASPO Cooperative Committee Cooperative Contracts Summary

Paul Stembler
WSCA/NASPO Cooperative Development Coordinator

NASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

- **WIC Infant Formula Rebate - Washington - W1-1995**
 - Commodity is artificially controlled by Feds, complicated issue
 - Participation is at human services/health dept levels and hidden
 - \$145,500,095 for CY 2007 - \$1,098,803,344 since CY 2000
- **WSCA/NASPO PC Contracts - Minnesota - W2-1999**
 - 17 contractors on current contract which ends August 31, 1999
 - 2009-2014 RFP will be released in late September
 - Currently 31 states with fully executed Intent's to Participate
 - \$2,319,946,766 for CY 2007 - \$14,663,906,573 since CY 2000
- **WIC Breast Pumps - Washington - W3-1999**
 - Currently open for participation
 - \$1,382,950 for CY 2007 - \$3,364,962 since CY 2000
- **Wireless - Nevada - W4-2001**
 - 4 providers of both devices and services
 - Can be used by employees, as permitted by state statutes
 - \$1,048,215,354 for CY 2007 - \$2,994,650,068 since CY 2001

September, 2008 Cooperative Contracts Summary 2

NASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

- **Industrial Supplies - Nevada - W5-2001**
 - Single contractor (Grainger)
 - Catalog discount
 - \$262,105,809 for CY 2007 - \$913,056,079 since CY 2001
- **Electronic Monitoring - Washington - W6-2002**
 - Multiple award
 - Technology is changing and re-solicitation is planned
 - \$9,157,166 for CY 2007 - \$18,314,332 since CY 2002
- **Data Communications - Utah - W7-2002**
 - Just re-solicited.
 - Expanded to include CISCO (first national, cooperative contract they have entered)
 - \$19,494,241 for CY 2007 - \$105,708,363 since CY 2002
- **WSCA Laboratory Supplies - Idaho - W8-2003**
 - Focused on lab supplies
 - Award to one of the companies created internal boundary issues for use outside WSCA
 - Will be part of an analysis of industry and coverage to be completed for the NASPO Cooperative Committee before re-solicitation
 - \$8,260,967 for CY 2007 - \$36,186,320 since CY 2003

September, 2008 Cooperative Contracts Summary 3

INASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

- **Public Safety Radios - Washington - W9-2003**
 - Intended to permit inter-operability, multi-phase implementation
 - Technology re-fresh and update permitted - Re-solicitation planned
 - \$44,537,149 for CY 2007 - \$242,795,538 since CY 2003
- **Homeland Equipment & Lab Supplies (HELP) - Arkansas -**
 - Intended for states "not in the West" to have access N1-2004
 - Will be part of an analysis of industry and coverage to be completed for the NASPO Cooperative Committee before re-solicitation
 - \$12,314,058 for CY 2007 - \$24,137,248 since CY 2004
- **Hazardous Incident Response Equip (HIRE) - New York -**
 - Emergency response equipment from over 60 contractors N2-2005
 - Open annually for a refresh of participants
 - \$17,095,019 for CY 2007 - \$33,524,410 since CY 2005
- **Procurement Analysis Consulting - Washington - W10-2005**
 - Multiple award service contract with a range of offerings
 - Structured statement of work process
 - Source of analysts for WSCA contracts
 - \$114,000 for CY 2007 - \$114,000 since CY 2005

September, 2008 Cooperative Contracts Summary 4

INASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

- **WSCA Mailroom Equipment - Arizona - W11-2005**
 - Target audience is small, self-standing operations that had/have postage meters (original push was because of mandated shift to digital meters)
 - Multiple award
 - \$12,859,548 for CY 2007 - \$24,235,616 since CY 2005
- **Automatic External Defibrillators (AED) - Oklahoma**
 - Limited scope, widely used N3-2006
 - \$1,030,809 for CY 2007 - \$2,812,944 since CY 2006
- **Vehicle Lifts - Washington - W12-2006**
 - Multiple award
 - Used by all levels of government
 - \$881,460 for CY 2007 - \$1,196,291 since CY 2006
- **Purchasing Card - California - W13-2006**
 - Single award
 - Allowance for use as a travel card
 - \$540,167,356 for CY 2007 - \$800,190,342 since CY 2006

September, 2008 Cooperative Contracts Summary 5

INASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

- **Quick Copy (Printing) - Washington - W14-2006**
 - Multiple award
 - NOT publication contract, but copy contract
 - \$247,438 for CY 2007 - \$318,845 since 2006
- **WSCA Small Package Delivery - Utah - W15-2006**
 - Multiple award - UPS did not respond
 - DHL currently spinning out of business
 - \$29,294,670 for CY 2007 - \$40,022,684 since CY 2006
- **Drug Abuse Test Kits - Arkansas - N4-2007**
 - Oriented toward law enforcement
 - Instant/on-site test
- **Small Package Delivery - Iowa - N5-2007**
 - Intended to try to get broader response
 - Two national providers ruled non-responsive
 - DHL currently spinning out of business

September, 2008 Cooperative Contracts Summary 6

INASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

- **Fuel Cell Power Units - Washington - W16-2007**
 - Backup, external power units
 - No sales - technology has changed
 - Out in front of need
- **Procurement Training Services - Florida - N6-2007**
 - Multiple award service contract
 - Flexible options - single course to full curriculum
- **WSCA Tires and Tubes - Utah - W17-2007**
 - Multiple award - new tires and tubes
 - Shifts "liability" issue to local distributors
 - \$22,107,740 for CY 2007 - \$22,107,740 since 2007
- **Satellite Phones - Utah - W18-2007**
 - Devices and service
 - Some issues with one of the providers at this time
 - \$338,176 for CY 2007 - \$338,176 since 2007

September, 2008 Cooperative Contracts Summary 7

INASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

- **Misc Clothing, Footware, Acc - Massachusetts - N7-2007**
 - Multiple award
 - Wide variety of offerings
- **Tires - Pennsylvania - N8-2007**
 - Multiple award
- **Postage & Mail Processing Equipment - Massachusetts - N9-2007**
 - Multiple award - some of the same manufacturers as on the WSCA contract
 - Large, central mail operations and production equipment
- **Print Management - Washington - W19-2007**
 - Multiple award, services NOT production
 - Independent assessment of printing needs

September, 2008 Cooperative Contracts Summary 8

INASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

- **WSCA Janitorial Supplies - Oregon - W20-2007**
 - Multiple award
 - Has significant "green" component
- **Fire Suppression Systems - Nevada - W22-2007**
 - Service and maintenance, as well as systems
- **Carpet Tiles and Flooring - Nevada - W24-2007**
 - Multiple award
 - Not rolled carpet
 - Has significant "green" component
- **Body Armor (CO-MJVAC) - Colorado - W25-2008**
 - Negotiated contract with vendors already on contract
 - With release of updated (CO-MJVAC driven) standards by NIJ, will release a formal re-solicitation of the contract for wider participation

September, 2008 Cooperative Contracts Summary 9

INASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

Multi-State Corrections Procurement Alliance (MCPA)

- Commissary Products – Nevada
- Commissary Privatization – Virginia
- Holiday Pack Services – Virginia

Find information at: www.vadoc.virginia.gov/mcpa or ask Paul.

September, 2008 Cooperative Contracts Summary 10

INASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

Cooperatives in the hopper

- **Office Supplies – Oregon – W21-2007**
 - Large, green component
- **Multi-functional Copiers – Nevada – W24-2008**
 - Just completed a very successful pre-release review with potential responders
- **Lottery Materials – Washington – W26-2008**
 - Working with State Lottery directors to put together this opportunity
- **WIC Infant Cereal – Ohio – N10-2008**
 - Being done in conjunction with state health departments
 - Will next release an infant formula contract
- **Legal Research – Minnesota – N11-2008**
 - A Midwestern Regional contract
 - Currently out for responses
- **Retread Tires – Vermont – N12-2008**
 - Budget to be considered by Eastern Regional directors earlier this week

September, 2008 Cooperative Contracts Summary 11

INASPO 2008 ANNUAL CONFERENCE
September 8-11, 2008 • St. Louis, Missouri

Cooperatives in the hopper

- **SweatFree Monitoring – Pennsylvania – N13-2008**
 - First of two contracts related to SweatFree Apparel
 - Maine will next lead a contract for Apparel, which will require responders to use the contractors on the SweatFree Monitoring contract to determine compliance with the sweatfree requirements of the apparel contract
 - The Monitoring contract is being structured so that if a state or public entity wants to have a compliance issue addressed, they may pay for compliance report separately – the basic Monitoring contract assumes that the administrative fee collected from the Apparel contract will be used to pay for the cost of the compliance reports
 - Potential interest in participation from states in Eastern Region, Midwestern Region and WSCA so far
- **Dental Supplies – Oklahoma/Louisiana**
- **Specialized, small tools – Oklahoma**
- **Shrink-wrapped Software – Oklahoma**

More may have been discussed in regional meetings earlier

September, 2008 Cooperative Contracts Summary 12
