



FACT SHEET

NASPO-WSCA Cooperative Procurement Personal Computer & Peripherals Contracts

Cooperative purchasing is a powerful, proven tool to save taxpayer money by creating access to the best value possible and reducing administrative overhead. WSCA (the Western States Contracting Alliance) and NASPO (the National Association of State Procurement Officials) use a competitive, lead-state procurement model to capture the best value for common government requirements, including personal computers and peripherals.

What is it?

- Multi-state contracts for personal computers (desktop workstations, laptops and mobile); small servers; storage solutions hardware for small LANS; individual or small shared printers; and limited peripherals to support desktop computing. Eleven contractors selected through a competitive RFP process. In 2005, there will be a projected \$1.8 billion in sales across 40 states and more than 50 local jurisdictions on this contract.
- Administered in compliance with Minnesota laws by the Minnesota Department of Administration on behalf of the State of Minnesota, the Western States Contracting Alliance (WSCA), and the National Association of State Procurement Officials (NASPO).

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Who can use it?

- Any authorized state or local government or government entity may participate.
- Authorization can be obtained through your state chief procurement official. For more information, see <http://www.mmd.admin.state.mn.us/wsca/wsca.htm>

Why is it cost effective? How does it fit in with a sound "spend management" strategy?

- Cooperative members benefit from the combined buying power of 40 states.
- Contract prices are up to 52% percent below retail. The actual savings depends on the choices and decisions made by each jurisdiction as it is making sourcing decisions.
- Master contracts under lead state reduces workload for governments and contractors
- Weeks of staff effort can be saved in:
 - RFP development
 - Advertising and solicitation
 - Evaluation, negotiation and contract award
 - Protests
 - Contract management

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- Flexibility to achieve even greater savings through application of strategic sourcing tools, including standardization of configurations and bulk buys.

Other State and Local Benefits

- Lead state model involves other participating states in process
 - Prospective bidders recruited from each participating state
 - Bid evaluation committee includes technical experts from participating states
 - States sign participating agreements and incorporate respective lead state terms and conditions
- The procurement model employed for WSCA and NASPO cooperative procurements is to contract with manufacturers or major distributors and encourage them to sell contract items through their own local networks, which benefits local distributors in the participating states.

Achieving even greater savings.

- WSCA/NASPO price reflects a single unit purchase volume discount
- Jurisdictions qualify for greater discounts and savings by
 1. Determining standard computer configurations
 2. Arranging single or scheduled deliveries of bulk buys, electronic or purchasing card ordering and other efficiencies.
 3. Requesting quotes from multiple WSCA contractors, hosting a reverse auction or negotiating to achieve maximum savings.
- WSCA contracts provide great flexibility for application of innovative spend management and strategic sourcing techniques.

How do you use it?

- Step by step instructions available at www.aboutwsca.org, click on "Computer Contract"

Contacts

- Lead state's computer contract page <http://www.mmd.admin.state.mn.us/wsca/wsca.htm>
- WSCA (www.aboutwsca.org) is a group of 15 western state NASPO members whose primary purpose is to establish the means by which participating states may join together in cooperative multi-state contracting in order to achieve cost-effective and efficient acquisition of quality products and services. Cooperative purchases are developed by member states.
- NASPO, founded in 1947, (www.naspo.org) is the National Association of State Procurement Officials, a non-profit association dedicated to strengthening the procurement community through education, research, and communication.

List of Vendors

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| Apple | MPC |
| Dell | Konica Minolta |
| Gateway | Kyocera Mita |
| Hewlett-Packard | Lexmark |
| Howard | Xiotech |
| IBM | |