

Cooperative Purchasing Consortia

Quick Reference Guide for School District Purchasing Agents

PASBO Annual Conference March, 2017

What is a Purchasing Consortium

A purchasing consortium is a group of two or more entities that come together for combining their purchasing power and volume as a means of obtaining more competitive pricing for the goods and services they require.

Why Do School Districts Opt to Use Purchasing Consortia?

Purchasing consortium pricing:

- *Contract generally reflects the maximum price
- *Is negotiable
- *More & more vendors participate
- *Allows for the use & flexibility of a Request for Proposal (RFP)
- *Some are competitively bid, others are not
- *Consortium pricing may not always be better than bid pricing but may create a balance in your purchasing approach

Pennsylvania School Districts that opt to use Purchasing Consortia generally are required to put a motion before their school board asking for approval to purchase from a list of specifically identified Cooperative Purchasing Consortia or may ask for blanket approval of all compliant bids and contracts.

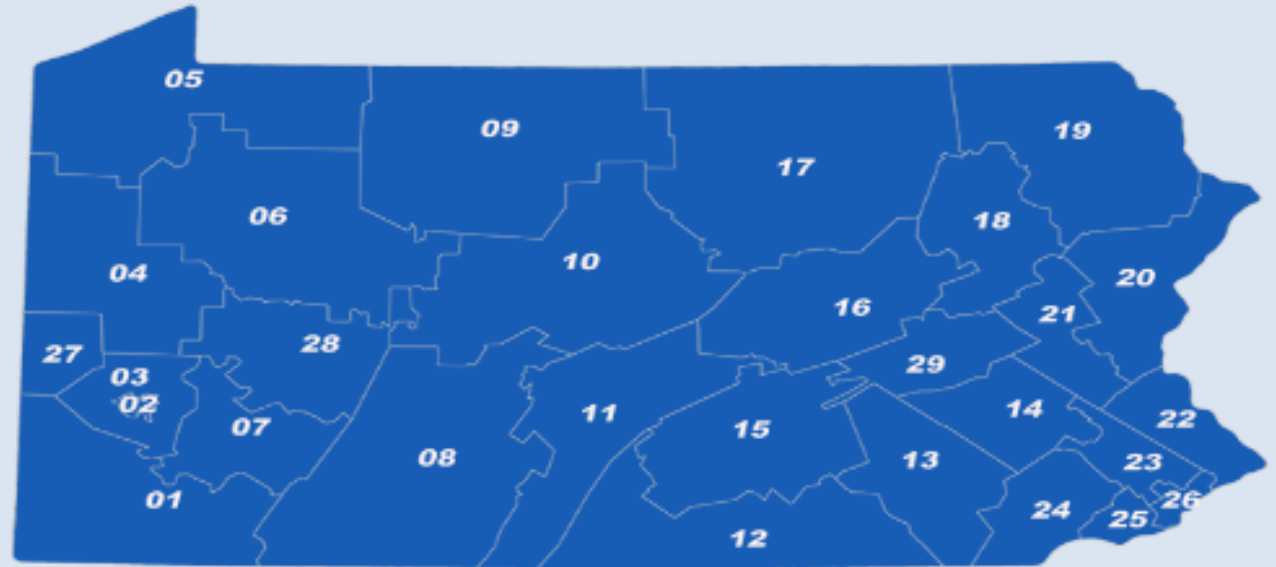
Commonwealth of PA Cooperative Purchasing Resources include:

<p>COSTARS</p> <p>www.dgs.pa.gov</p>	<p>Established by the Pennsylvania Department of General Services (DGS) to leverage contracts established by DGS to identify suppliers with whom public entities may do business effectively & efficiently.</p> <ul style="list-style-type: none"> • Contracts are competitively bid and awarded by DGS • Prices are always negotiable from published pricing • As of November 2016, assembly, installation & construction services are added an "ancillary" services when purchased in conjunction with products offered under COSTARS contracts • Supplies and/or supplies PLUS ancillary services over \$25,000 require prevailing wage be paid on the project
<p>PEPPM</p> <p>www.peppm.org</p>	<p>A national technology bidding and purchasing cooperative administered by Central Susquehanna Intermediate Unit (CSIU). PEPPM has provided public entities with purchasing options for over 30 years. Currently PEPPM offers over 300 product lines awarded to over 170 various vendors.</p> <ul style="list-style-type: none"> • Offers bid pricing on computers, copiers, network equipment, software, printers, etc. • Pricing includes shipping for orders over \$500.00 • PEPPM pricing is for units of 1, additional discounts may be offered for volume purchases • Orders are faxed directly to PEPPM at 570-522-0577 or emailed to www.peppm.org
<p>Keystone Purchasing Network (KPN)</p> <p>www.thekpn.org</p>	<p>A cooperative purchasing program offering both national and regional contracts aimed at securing public entities bid pricing on a variety of goods and services.</p> <ul style="list-style-type: none"> • National Contracts issued through Central Susquehanna IU through KPN • Regional Contracts (including the Commonwealth of Pennsylvania) are issued through the Association of Educational Purchasing Agencies (AEPA) • KPN (through CSIU) offers an exclusive state contract for construction. The current contract is issued to S.J. Thomas Company, Inc. & awarded through 12/2017
<p>Collaborative Purchasing Solutions (CPS)</p> <p>cps.iu13.org</p>	<p>Lancaster-Lebanon Intermediate Unit's one stop, easy to use, online source for school district procurement.</p> <ul style="list-style-type: none"> • CPS is free and provides a repository for bid compliant and lead agency awarded contracts & bids. • No enrollment to utilize an approved contract, simply reference the contract number when placing an order or submitting a purchase order. • Offers online marketplace allowing for real time purchases/PO or Procurement Card

Intermediate Units throughout the Commonwealth

Intermediate Unit 1	Pittsburgh-Mount Oliver IU 2
Allegheny IU 3	Midwestern IU 4
Northwest Tri-County IU 5	Riverview IU 6
Westmoreland IU 7	Appalachia IU 8
Seneca Highlands IU 9	Central IU 10
Tuscarora IU 11	Lincoln IU 12
Lancaster-Lebanon IU 13	Berks County IU 14
Capital Area IU 15	Central Susquehanna IU 16
BlaST IU 17	Luzerne IU 18
Northeastern Educational IU 19	Colonial IU 20
Carbon-Lehigh IU 21	Bucks County IU 22
Montgomery County IU 23	Chester County IU 24
Delaware County IU 25	School District of Philadelphia, IU 26
Beaver Valley IU 27	ARIN IU 28
Schuylkill IU 29	

Contact your local or surrounding Intermediate Unit to find out what cooperative purchasing options they offer.



Many Intermediate Units (IU) offer cooperative purchasing opportunities for their local districts. Some may offer “piggyback” clauses that allow school districts outside their service area to participate. Typical IU bids include group discount pricing on such products/services as:

- Reprographic Paper, School & Office Supplies, Grocery Items, Nurse/Trainer Materials, Fixed Catalog Discounts on hundreds of catalog items covering various school needs and specialty items
- Vehicle & Heating Fuels, Electricity & Natural Gas Consortiums, Trash Pick Up & Recycling.
- Custodial Items, Tires and Recapping, Vehicles, Busses, and Passenger Vans

Out of State, Cooperative Purchasing Resources Include:

<p>US Communities www.uscommunities.org</p>	<p>A national cooperative purchasing program providing solutions to purchasing needs for public entities, school districts, etc. Some features of this cooperative include:</p> <ul style="list-style-type: none">• No user fee• Recently announced "Online Marketplace Contract with Amazon Business"• Offer products to support school student needs, facilities and operations supplies and services, as well as, technology products and services
<p>The Cooperative Purchasing Network (TCPN) www.tcpn.org</p>	<p>TCPN is a national buying group acquired by National IPA in July 2015. The merger brought the buying power of two of the largest cooperatives together to provide public entities and schools access to legally bid contracts for a wide variety of products and services. TCPN contracts includes:</p> <ul style="list-style-type: none">• Hon, Grainger, Office Depot, Xerox, Williams Scotsman, Inc., CDWG Technology, Anixter, Inc., BSN Sports, Trane, and many others
<p>Federal Schedule 70 & US General Services Administration www.gsa.gov/schedule 70 www.gsa.gov</p>	<p>The GSA is the government's saving agency with cooperative purchasing programs that allow state & local entities to purchase from pre-vetted vendors a multitude of products and services.</p> <p>Schedule 70 is the largest & most widely used acquisition vehicle in the federal government. It features a wide variety of information technology products and services including:</p> <ul style="list-style-type: none">• Mobile devices & mobile application management tools• Hardware, software, cloud computing services & professional services
<p>National Joint Powers Alliance (NJPA) www.njpacoop.org</p>	<p>NJPA is open to any education K-12 entity nationwide. There is no cost to join and there are no minimum contract purchasing requirements or commitments required to join. The website provides an abundance of information regarding current contracts that may meet a school district's needs. Contracts include many of the day to day items that school districts need to operate including:</p> <ul style="list-style-type: none">• School Buses• Athletic Surfaces

<p style="text-align: center;">National Intergovernmental Purchasing Alliance www.nationalipa.org</p>	<p>National IPA provides a large portfolio of contracts to meet the needs of the public sector. Contracts are bid competitively and publically awarded to meet school district purchasing regulation compliance. With many affiliations with nationally known and local vendors, NIPA can offer a district contracts on a wide variety of products and services including products from such well known vendors as:</p> <ul style="list-style-type: none"> • US Foods, TORO, Kimball, Allsteel, Otis Elevator & Panasonic
<p style="text-align: center;">Buy Board www.buyboard.com</p>	<p>The BuyBoard national Purchasing Cooperative streamlines purchasing for schools, municipalities and other public entities. BuyBoard was developed to comply with state laws which requires governmental entities to make purchases form an approved list of vendors who have gone through a competitive procurement process Membership is free. Products available through BuyBoard include:</p> <ul style="list-style-type: none"> • Audiovisual supplies/equipment, custodial supplies and equipment, grounds maintenance supplies & equipment, library books, school buses and parts, paper, toner & office supplies