

PURCHASING AGREEMENTS



SRP PARTNER MEETING
JANUARY 2017

What are Purchasing Alliances?

- State/Local Government Procurement that provides a legal pathway for competitive purchasing by members
- Purchasing Agreements help save the members administrative costs and time in an effort to purchase products/services at competitive prices
- The procurement officers conduct research and surveys, writes technical specifications, conducts pre-bid conferences, and issues bids/proposals and evaluates responses.
- Agreements/Contracts are awarded to vendors with a set discount off of their catalog price (*SRP is at 10% off*)
- A list of SRP's current Agreements is provided

Definitions

Proposer:

Entity submitting a proposal or bid for consideration of award in response to a solicitation

Solicitation:

A request for proposal, Request for bid or a request for competitive sealed bids any method permitted by law for competitive procurement

Solicitation DOES NOT EQUAL a Commitment

Purchase Order (PO):

Approval providing authority to proceed with the negotiated delivery order under contract.

What entities can purchase through coop purchasing programs?

- **Municipalities, Cities, Counties and State Agencies**
- **K-12 Schools, School Districts, Colleges, Universities**
- **Councils of Government**
- **Hospitals and Hospital Districts**
- **Emergency Medical Services and Services Districts**
- **Volunteer Fire Departments and Rural Fire Prevention Districts**
- **Special Law Enforcement Jurisdictions**
- **Judicial Courts & Districts**
- **Emergency Communications Districts**
- **Utility Districts (MUDs, WCIDs, Irrigation, etc.)**
- **Authorities (Airport, Port, River, Water, Toll Road, etc.)**
- **Not-for-Profit Corporations [501(c)(3)] providing government functions and services.** *Special Requirements for Non-Profit Corporations: Form filled out, have Charter and By-Laws and a letter describing the governmental service(s) that the organization performs.*

Procurement Programs

Vendor Benefits

- Streamline and focus the selling efforts
- Reduce individual bid responses
- Member ability to choose your company
- Increase business opportunities

Member Benefits

- Compliance with state procurement requirements
- Competitive pricing
- Reduced procurement cycle
- Saves administrative time and cost
- Vendor selection and choice



Department of Administrative Services (DAS)

Master Agreement #6482

- Awarded to Superior International Industries, Inc. – Nov. 2016
- Includes all SRP Equipment, Site Amenities, Shade & Shelter
- Products Only
- Multi-State Purchasing Agreement
- Open to SRP Dealers
- 10% discount on all products

- www.naspovaluepoint.org
- Type “Recreation” in search bar
- Contract Documents Available to customers and partners



Multi-State Purchasing Agreement

Approved Addendums to Master Agreement

State of Oregon

State of Montana

State of South Dakota

State of Utah

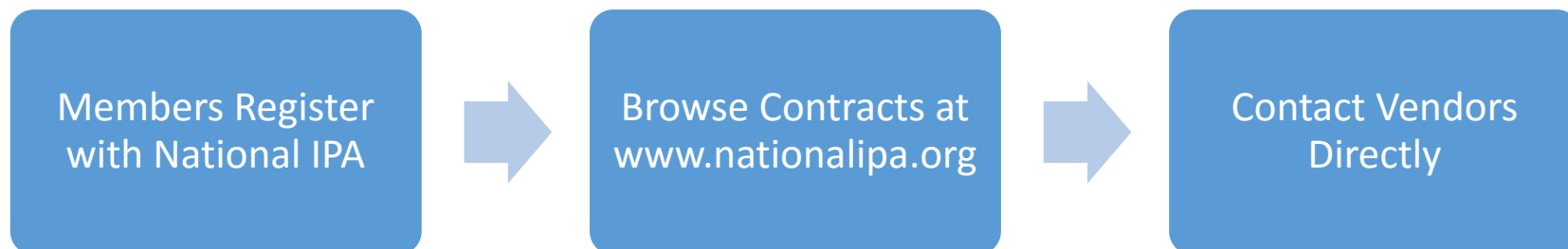
Pending Addendums

State of New York

State of Washington



National Intergovernmental Purchasing Alliance (National IPA) The Cooperative Purchasing Network (TCPN)



- National Coverage
- Purchase Orders sent directly to SRP and should contain Contract Number R5200
- Partner & Customer can view Contract Documents through website: www.nationalipa.org



www.BuyBoard.com

What is BuyBoard

- The BuyBoard is the combination of **The Local Government Purchasing Cooperative**, *Sponsored by*
 - Texas Association of School Boards,*
 - Texas Association of Counties,*
 - Texas Municipal League and*
 - Texas Association of School Administrators*
- The Cooperative provides the legal mechanism utilizing Interlocal Agreements for entities to purchase goods and services jointly.





www.BuyBoard.com

- Members use the BuyBoard's RFQ feature to request quotes from vendors and to obtain additional price discounts off items in volume.
- Members send their PO directly in to BuyBoard for processing. Members take advantage of the other features of the BuyBoard to keep track of purchases made through the BuyBoard for bid compliance, audit and pricing.
- Search for Superior Recreational Products (left side) and view all product categories available on contract
- There they will also see a description of products that a Vendor is offering on the bid list from their current catalogs



The Houston-Galveston Area Council (H GAC)

- Political Subdivision of the State of Texas
- Serving local Governments for more than 30 years
- Est. pursuant to Texas' "Interlocal Cooperation Act"
 - Allows local governments and certain non-profits to use contracts appropriately established by another government entity
- Thousands of Members throughout Texas and Nationwide
- Interlocal Contract is legal document and establishes link between the Member(s) and HGACBuy
- Program Procedures conform to the requirements of Texas' Statutes applicable to competitive bids (IFBs) and competitive proposals (RFPs)
 - Products/Services contracted after subjection to competitive IFB or RFP Process
 - Contracts run for a term of 2 years
 - HGAC does not purchase and does not guarantee any purchase quantities by End Users



The Houston-Galveston Area Council (H GAC)-Continued...

Condensed List of Georgia End Users

Athens-Clarke County, Unified Government of (GA)

Chatham Area Transit Authority (GA), Savannah

City of East Point

Cobb County Board of Commissioners, Marietta

Paulding County Board of Commissioners, Dallas

Additional End Users can be found on website.

www.hgacbuy.com/program/endusers/default.aspx



IN THE WORKS...