NASPO ValuePoint – Your Cooperative

- NASPO ValuePoint - subsidiary of NASPO (National Association of State Procurement Officials)
- Formerly known as – WSCA and WSCA-NASPO
- NASPO - non-profit professional, educational association of state Chief Procurement Officers (CPOs) dedicated to elevating the performance of state public procurement
- State, territory and DC CPOs - members of NASPO & NASPO ValuePoint
  The State of Hawaii is a founding member!
What is the NASPO ValuePoint Cooperative?

- Shared Multi-State Vision and Participation
- Lead State and Multi-State Sourcing Team
- Common Terms and Conditions
- Shared Volume
- Open to state agencies, counties, cities, and schools with a Participating Addendum

NASPO ValuePoint’s History

24 years of collaboration to lower costs and improve results

- 1992 - 14 western states joined together to cooperatively solicit contracts for commonly used goods and services. They called it the Western States Contracting Alliance (WSCA)
- January, 2013 - NASPO launched the WSCA-NASPO Cooperative Purchasing Organization, a nonprofit LLC, as a national cooperative
- March, 2015 - WSCA-NASPO became NASPO ValuePoint to better reflect its nationwide presence
Growth of Cooperative Purchasing

NASPO ValuePoint: States Lead all Solicitations

- NASPO ValuePoint conducts no solicitations, we facilitate cooperation and collaboration among states.

- Every NASPO ValuePoint solicitation is processed and awarded by a lead state under direction of its Chief Procurement Officer in accordance with its state procurement statutes.
States Participate in all Solicitations

- Volunteer state procurement officers engage as sourcing team members to build solicitations, evaluate proposals, and recommend awards

- State Subject Matter Experts (SMEs) join the team to help make sure state needs are met

- Advertise solicitations locally in accordance with their state procurement statutes in order to
  - Announce NASPO ValuePoint bidding opportunities to their local vendors and
  - Survey local vendor interest and sentiment
  - Comply with their state procurement laws

Regional and Local Vendor Participation

- Bidding Open to Local Companies - not limited to national companies
- Offerors may bid regionally or by state
- Regional & local companies participate:
  As supply chain distributors for larger bidders. Many contracts involve local fulfillment partners and distributors. A few examples:
  - Computers
  - Grounds Maint.
  - Auto Parts
  - Software VAR
  - Tires & Tubes
Why NASPO ValuePoint?

- Volume Drives Benefits
- Best Value Solutions
- Collaboration between Public Entities led by a Sister state
- Transparent & Fair Competition under Lead State Law
- Contract Validation
  - Benchmarking evidence – Results speak, people listen
  - Audits of contractors’ pricing “at the cash register”
- Efficiency of the Solicitation Process
  - For state and local governments - One Solicitation for many
  - For vendors - One Bid Submission
- Procurement Solutions by Best and Brightest Public Experts
- Choice of Participation - Solicitation by Solicitation

Easy to Use – Web Site

- Full Information for Portfolios & Contracts
- Easy Access
- Intuitive Search
- FAQs designed to answer your questions
- Choose from 64 Portfolios
- Over 374 Contractors
- All Solicitations Posted
Easy to Access Contract Portfolios

- Auto Parts
- Defibrillators (AEDs)
- Background Screening
- Body Armor
- Breast Pumps
- Child Safety Seats
- Cloud Solutions
- Commercial Card Services
- Contract Compliance Audits
- Computer Hardware
- Copiers
- Data Communications Products & Services
- Digital Print & Quick Copy
- Disposable Culinary Items
- Drug Testing Kits
- Education Furniture
- Electronic Monitoring
- e-Procurement Solutions
- Facilities MRO
- Fire & Protection Services
- Ground Maintenance Equipment
- HIV, Saliva, Alcohol & Hepatitis Kits
- Incontinent Supplies
- Inmate Kiosks
- Laboratory Equipment & Supplies
- Learning Technology Initiative
- LED Light Bars

Contracts Designed For Public Agencies

- Mailing Equip, Supplies & Maintenance
- Managed Print Services
- Natural Gas Vehicles
- Office Furniture
- Office Supplies
- Online Auction Services
- ePayment Acceptance Services
- Police Radar, Lidar & Equipment
- Public Cloud Hosting & GIS Services
- Public Safety Radios & Equipment
- Purchasing Card Services
- Security & Protection Services
- Small Hand & Power Tools
- Small Package Delivery
- Software VAR
- Snow Plow Cutting Edges
- Telephone Interpreter Services
- Tires, Tubes and Services
- Travel - Discount Airfare
- Travel - Booking Tool
- Travel - Lodging
- Travel - Vehicle Rental
- Vehicle Lifts and Related Equip
- Walk-In Building Supplies
- WIC Infant Formula
- Wireless Communications and Equipment
- Wireless Mgmt & Contract Compliance Svcs
Idea to Contract: the Process

1. States share an idea for a solicitation in their regions
2. Region votes on idea - if approved, sends to Management Board
3. Management Board determines if a survey should be completed
4. If approved, survey sent to all State CPOs
5. Based on survey results, Management Board votes whether to conduct the solicitation
6. A Lead State and participating states develop and award the solicitation
7. Master agreement created by Lead State

Contract Vehicle: Participating Addenda

- The Hawaii State Procurement Office authorizes use of all NASPO ValuePoint contracts with a Participating Addenda (PA)

- For your protection, PAs link each state’s participation (it’s contract) with a NASPO ValuePoint contractor to the terms and conditions (rules of engagement) of the original solicitation and the Master Agreement

- NASPO ValuePoint provides straightforward and easy to use model PAs for participants’ use.
## Hawaii’s Top 10 Contracts by Spend

<table>
<thead>
<tr>
<th>NASPO ValuePoint Portfolios</th>
<th>Spend (2015)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wireless</td>
<td>$101,170,095</td>
</tr>
<tr>
<td>Computers</td>
<td>$31,144,889</td>
</tr>
<tr>
<td>Software VAR</td>
<td>$25,110,056</td>
</tr>
<tr>
<td>Copiers</td>
<td>$9,113,307</td>
</tr>
<tr>
<td>Data Communications</td>
<td>$8,850,815</td>
</tr>
<tr>
<td>Facilities MRO</td>
<td>$6,885,113</td>
</tr>
<tr>
<td>WIC Infant Formula</td>
<td>$5,995,002</td>
</tr>
<tr>
<td>Security &amp; Protection Service</td>
<td>$1,602,944</td>
</tr>
<tr>
<td>Office Furniture</td>
<td>$1,366,000</td>
</tr>
<tr>
<td>Public Safety Communications Equip. (Radios)</td>
<td>$1,193,493</td>
</tr>
<tr>
<td><strong>Total Spend, All Portfolios</strong></td>
<td><strong>$197,170,627</strong></td>
</tr>
</tbody>
</table>

## New Awards

**Now Bringing the Benefits of a Cloud Solutions Market Place**

A portfolio of cloud-based applications and services with multiple awards in each category. Use the NSI definition of Cloud and potential includes all NSI Deployment Models (Public Cloud, Private Cloud, Community/Government Cloud and Hybrid Cloud).

- **SaaS**
  - Custom Integration
  - Integration
  - Software
  - Architecture
  - Consultation
  - Integration/Other TBD

- **IaaS**
  - Data Storage
  - Cloud IaaS

- **PaaS**
  - Application Development
  - Other TBD

- **GIS**
  - Data Storage
  - Software

Consulting, Services, Design, Architecture, Assessment, Inventory, Integration, Other TBD

Public Cloud Brokering, Other TBD

*The final number of categories and services within categories to be determined by the CIO Advisory Council*
Cloud Solutions Awards

• 37 states represented in RFP
• 58 Cloud Services Providers responded
• Sourcing Team recommended awards to 38 Cloud Service Providers
• All Providers must list Security & Data Controls on CSA public web site
• Master Agreement Awards Issuance in Progress

New for First Responders

• Public Safety Video (OK) vehicle mount and body camera systems (OK) - 4 awards
• Public Safety Radios (WA) 15 contractors, May 2016
• Fire Apparatus (MS) - 5 of 7 awards, September 23, 2016
Other New Awards

- Parks & Recreation Equipment (OR) – 8 awards
- Small Package Delivery (UT) - finishing 3 awards
- Training for Procurement Professionals (VA) 10 awards

Almost Finished: Evaluations In Process

- Temporary Employment Services (NM) - evaluating proposals
- MRO, Small Tools & Walk-In Building Suppliers (NV/OK/UT)
On the Street: RFPs in Progress

- Mailroom Equipment (AZ)

IT Vendor Management Services (CT)

- Breast Pumps (WA) – RFP in review stage for states

In Progress: RFPs in Development

- IT Advisory and Research (TN)
- Electric Vehicles (CA)
- Equipment Rental Svcs (VT)
- Heavy Equipment (OK)
- Hazardous Waste (ID)
- Electronic “White” Boards
- Transcription Services (AK)
- X-Ray Security Devices & Svcs (MT)

Rebid of Portfolio

- AED’s (OK)
- Vehicle Lifts (WA)
- Travel Services (OR)
- Public Safety Comm Equip Phase II (WA)
Opportunities Under Consideration

- Acquisition Support Services (HI)  Survey Phase
- MMIS-as-a-Service (MT)  Survey Phase
- Safety Equipment & Supplies (VT)  Survey Phase
- Food Services & Kitchen Equipment
- Cyber Security Tools, Software, Training and Services
- Independent Cloud Related IT Consulting Services
- Green Purchasing Technology Assistance

Questions

For More Information Please Visit
www.naspovaluepoint.org

Dugan Petty
Education & Outreach Coordinator for IT and Communications
dpetty@naspovaluepoint.org
503-510-3363