




Cooperative Purchasing



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Dugan Petty
Education and Outreach Coordinator Information &
Communication Technology

NASPOValuePoint.org



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!



The best value in procurement has a new name.

WCSA-NASPO

NASPO ValuePoint




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

The Standard of Excellence in Public Cooperative Contracting

HOW IT WORKS



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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

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Growth of Cooperative Purchasing






















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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.

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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

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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
 - Software VAR
 - Grounds Maint.
 - Tires & Tubes
 - Auto Parts

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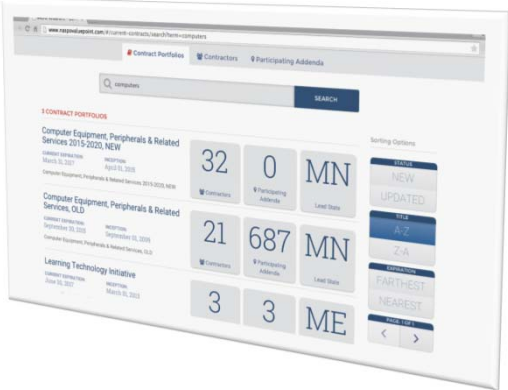
Why NASPO ValuePoint?

- 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



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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


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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

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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



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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 straight forward and easy to use model PAs for participants' use.

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Hawaii's Top 10 Contracts by Spend

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



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New Awards

Now Bringing the Benefits of a Cloud Solutions Market Place

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

SaaS	IaaS	PaaS	GIS
E-mail Productivity ERP Security Data Analytics Other TBD	Application Hosting Data Storage Test and Development Other TBD	Application Development Other TBD	Data Storage Imagery as a Service Other TBD
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



All NEW 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

WE PROCURE MORE THAN HARDWARE AND SOFTWARE,
WE GET CLOUD SOLUTIONS.



NASPO ValuePoint
THE NATIONAL ASSOCIATION OF STATE PROCUREMENT OFFICIALS' PURCHASING COOPERATIVE


With collaboration across all 50 states, we give you more choice, more access and more secure cloud solutions.



New for First Responders

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

WE BUILD MORE THAN JUST PUBLIC SAFETY CONTRACTS,
WE BUILD SAFER NEIGHBORHOODS.



NASPO ValuePoint
THE NATIONAL ASSOCIATION OF STATE PROCUREMENT OFFICIALS' PURCHASING COOPERATIVE

With collaboration across all 50 states, we give you more freedom, more choice and more value in public safety contracts; from radios to dispatch consoles to body armor.

Explore our Safety Contracts at <http://naspovaluepoint.org/getthepoint>
The National Association of State Procurement Officials' Purchasing Cooperative


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Other New Awards


-  • Parks & Recreation Equipment (OR) – 8 awards

- Small Package Delivery (UT) - finishing 3 awards

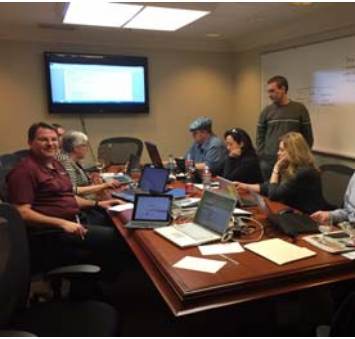
-  • Training for Procurement Professionals (VA) 10 awards


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Almost Finished: Evaluations In Process


-  • Temporary Employment Services (NM) - evaluating proposals


- MRO, Small Tools & Walk-In Building Suppliers (NV/OK/UT)



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On the Street: RFPs in Progress

- Mailroom Equipment (AZ)
-  • IT Vendor Management Services (CT)
- Breast Pumps (WA) – RFP in review stage for states



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All EW

In Progress: RFPs in Development


-  • IT Advisory and Research (TN) Rebid of Portfolio
- 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)
- 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

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Questions

For More Information Please Visit
www.naspoaluepoint.org

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

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