



**FEATURED COOPERATIVE
CONTRACTS**

SPO Purchasing Services

1




Lease Contract

State Procurement Office
Matthew Chow
Alan Yeh

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Background

- Current NASPO Contracts that allow leasing – built in
 - SPO Price List 23-12 NASPO Mailing Equipment, Supplies, and Maintenance
 - SPO Price List 24-16 NASPO Multi-Function Devices and Related Software, Services and Cloud Solutions
- NEW NASPO Contracts that allow leasing – not built in
 - SPO Vendor List 24-03 NASPO Computer Equipment
 - SPO Price List 24-09 NASPO Heavy Construction and Industrial Equipment – **PENDING ON VENDOR**
 - NASPO Ground Maintenance Equipment – **PENDING ON VENDOR**

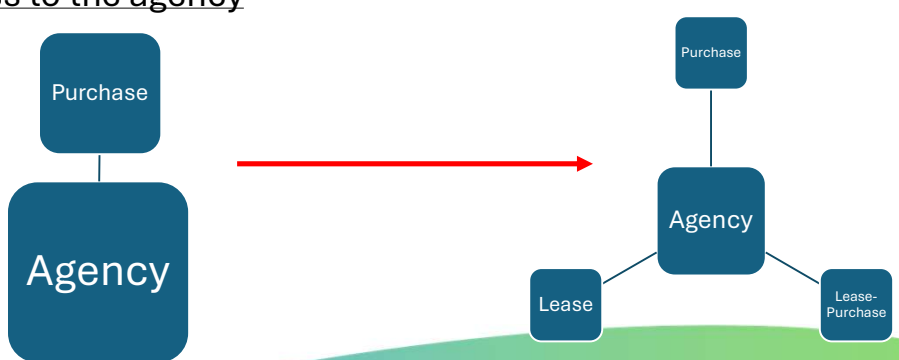
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What is a Lease?

- Hawaii Administrative Rules 3-122-147 - “a lease is a contract for the use of goods under which title does not pass to the agency”




```

graph TD
    subgraph Left
        A[Agency] --- B[Purchase]
    end
    subgraph Right
        C[Agency] --- D[Purchase]
        C --- E[Lease]
        C --- F[Lease-Purchase]
    end
    Left --> Right
  
```

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Audience Participation

- Take out your phone and open up your camera app
- Focus it on the QR, and tap to join.
- Survey Questions:
 1. What is a **con** to lease equipment?
 2. What is a **pro** to lease equipment?
 3. What should be included in a lease contract?


QR



<https://forms.office.com/g/wqw9J9qzjJ>

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Survey Results

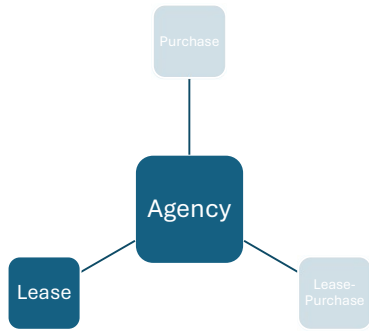
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What is the Agency required to do?

- HAR 3-122-147– Lease Contract
 - 3-122-102(b)
- HAR 3-122-102 Contract not binding unless funds available




```

graph TD
    Agency[Agency] --- Purchase[Purchase]
    Agency --- Lease[Lease]
    Agency --- LeasePurchase[Lease-Purchase]
  
```

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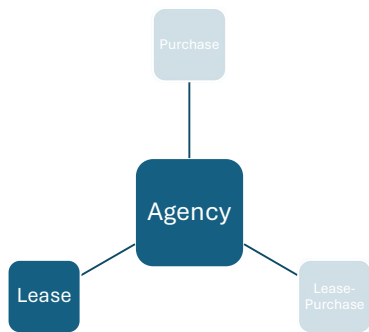
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Lease-Purchase

HRS 37D


"Financing agreement" means any **lease purchase agreement**, installment sale agreement, loan agreement, line of credit, or other agreement of the department or, with the approval of the director, and any agency, to finance the improvement, use, or acquisition of real or personal property that is or will be owned or operated by one or more agencies of the State, the department, or any agency, or to refinance previously executed financing agreements including certificates of participation relating thereto.



```

graph TD
    Agency[Agency] --- Purchase[Purchase]
    Agency --- Lease[Lease]
    Agency --- LeasePurchase[Lease-Purchase]
  
```


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Lease-Purchase

- Financing Agreements – Chapter 37D HRS
 - B&F procedures
- State of Hawaii Equipment Lease Rider (non-negotiable)

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GASB 87 Reporting

- DAGS State Auditor
- Need to be able to report on:
 - ✓ Initial Start/End Dates,
 - ✓ Term of Lease,
 - ✓ Renewals (months/years),
 - ✓ Monthly Payment – base rent of leased asset, and interest rate.
- Comptroller Memorandum No. 2021-12 and 2023-15

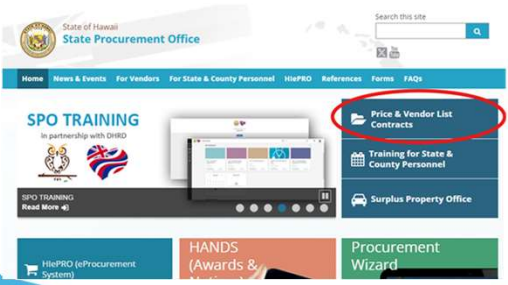
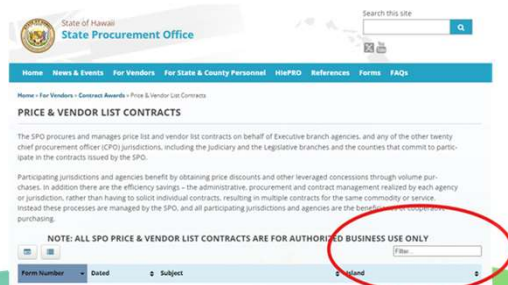
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How to find the contracts?

1. In your web browser, <https://spo.hawaii.gov/>
2. Click on “Price & Vendor List Contracts”
3. In the “Filter” enter the contract

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State Procurement Office Price or Vendor List CONTRACT UPDATES

Alan Yeh
State Procurement Office
Purchasing Specialist

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New Contracts

- SPO Price List 24-19 Long Distance Telephone Services
 - Hawaiian Telcom
- SPO Vendor List 24-13 NASPO Laboratory Equipment and Supplies
 - Pacific Star
 - Nikon Instruments
 - VWR International
 - Fisher Scientific (pending)
- NASPO Ground Maintenance Contract (working with vendors)


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SPO Price/Vendor List contracts EXPIRING SOON

- **20-21** NASPO Ground Maintenance Equipment
- **19-10** Publication of Public Notices for Kauai, Maui, and Hawaii (East and West)
- **20-05** Publication of Public Notices for Oahu, Molokai, and Lanai
- **20-17** NASPO ValuePoint On-Demand Remote Interpreting (OPI and VRI) and Document Translation


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Quiz

- Name two things that needs to be reported on the GASB 87?

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Quiz

- Name two things that needs to be reported on the GASB 87?
 1. Initial Start/End Dates,
 2. Term of Lease,
 3. Renewals (months/years),
 4. Monthly Payment – base rent of leased asset, and interest rate.

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**State Procurement Office
Price or Vendor List
CONTRACT UPDATES**

Matthew Chow
State Procurement Office
Purchasing Specialist

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- 1. 22-08 Fleet Credit Card Services
(All Islands)**
- 2. 24-10 Furnish and Deliver Bulk Gasoline
(Maui and Hawaii)**

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1. **23-13 Public Safety and Emergency Management, Equipment, Tool and Supply Catalog Solutions**
2. **25-06 Unmanned and Remotely Operated Vehicle Systems with Related Technology and Services**


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1. **17-18 Cloud Solutions**
2. **22-14 Automotive Parts**
3. **23-06 Walk-In Building Supplies**
4. **23-07 Citizen Engagement Platform**
5. **23-08 Software Value-Added Reseller (VAR)**
6. **23-10 Temporary Employment Services**
7. **23-19 Parks and Recreation and Playground Equipment, Installations and Related Goods and Services**
8. **23-20 Security and Fire Protection Services**
9. **24-03 Computer Equipment**
10. **24-06 Equipment Rental Service**
11. **24-16 Multi-Function Devices and Related Software Services and Cloud Solutions**
12. **24-24 Tires, Tubes and Services**
13. **25-05 Electric Vehicle Charging Station Equipment and Services**


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Quiz

- What is the **title** of the person for a straight lease contract to approve **certification of funds**?



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Quiz

- What is the **title** of the person for a straight lease contract to approve **certification of funds**?

Chief Financial Officer (CFO)



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State Price Office (SPO) Price and Vendor List Contract Updates

Carey Ann Sasaki
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SPO PL/VL 17-02 Office Supplies and Printer Cartridges

- It has been extended and will expire on April 30, 2025.
- A Request for Proposals (RFP) for Office Supplies and Printer Cartridges will be released in November 2024.
- A new price and vendor list will replace the current one.

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SPO VL 19-02 NASPO ValuePoint Facilities Maintenance and Repair & Operations (MRO), Industrial Supplies

- This vendor list will expire on December 31, 2024.
- The new NASPO ValuePoint Facilities MRO contract was awarded on September 1, 2024.
- The new SPO VL 25-11 will replace SPO VL 19-02 in 2025.

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SPO PL 20-15 Coarse Paper Products

- This price list will expire on February 28, 2025.
- The Invitation for Bids for the new Coarse Paper Products contract will be released in November 2024.
- A new price list will be issued on March 1, 2025.



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SPO PL 23-04 Disposable Polyethylene Bags

- This price list was recently extended to July 31, 2025.
- There are currently two Oahu suppliers and one supplier for Maui, Kauai, and Hawaii Island.
- As of January 1, 2025, there will only be one Oahu supplier.

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SPO VL 23-15 NASPO ValuePoint Office Furniture and Related Services

- This vendor list was issued on April 21, 2023 and it expires on January 21, 2028.
- Agencies work with the local authorized dealers of the awarded vendors.
- There are currently six vendors on this vendor list and another one will be added soon.

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SPO PL 24-08 Sourcewell Unified Communication and Contact Center Solutions

- This is a new Sourcewell vendor list that was issued on June 28, 2024 and expires on March 8, 2027.
- There is currently one vendor on SPO PL 24-08.
 - Mitel Business Systems, Inc.
 - Authorized Reseller – Maverick Networks, Inc.


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SPO PL 25-13 NASPO ValuePoint Automatic External Defibrillator (AED) & Accessories

- SPO PL 18-09 expired in August 2024.
- New NASPO ValuePoint contracts were awarded in July and August 2024.
- The new SPO PL 25-13 will be issued in 2025.


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SPO VL 23-03 Network and Telecommunications Services


- This vendor list was issued on February 1, 2023 and expires on January 31, 2028.
- There are four awarded vendors.
 - DR Fortress, LLC
 - Hawaiian Telcom, Inc.
 - Level 3 Communications, LLC
 - Servpac Inc.

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Audience Participation

- Name one of the vendors that you met at SPOCon and tell us something about them.




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NASPO ValuePoint Police Radar/Lidar Speed Enforcement & Accident Scene Reconstruction

SPO Price List (PL) 25-09

Presentation by: Grace Dobbin




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SPO PL 25-09


- This contract is for and local law enforcement speed measuring and Highway Traffic Safety provide accident scene services.

ctors to provide state police radar/lidar by the National Highway Traffic Safety Administration (NHTSA), and to provide services on goods and




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SPO PL 25-09




- Initial Term is three (3) years, with one optional renewal period of two (2) years.

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CONTRACTORS








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CONTRACTORS

<p style="text-align: center;">All Traffic Solutions, Inc.</p> 	<p style="text-align: center;">Kustom Signals, Inc.</p> 	<p style="text-align: center;">Laser Technology, Inc.</p> 	<p style="text-align: center;">MPH Industries, Inc.</p> 	<p style="text-align: center;">Traffic Logix Corporation</p> 
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Product Categories PL 25-09

The new PL has three (3) Groups:

- Speed Enforcement
- Speed Advisory
- Accident and Crime Scene Re-Construction

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Group A: Speed Enforcement



*products must be approved by the NHTSA and shown on the NHTSA Conforming Products List (CPL)

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Group B: Speed Advisory Systems



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Group C: Accident & Crime Scene Re-Construction




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QUIZ

What group does this product fall under?

Answer:
Group B: Speed Advisory Systems



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Contract Administrator

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SPO VL 19-19

Procurement of Acquisition Support Services

Will be extended to May 31, 2025







Government. Services. Transformed.



Make all things clear







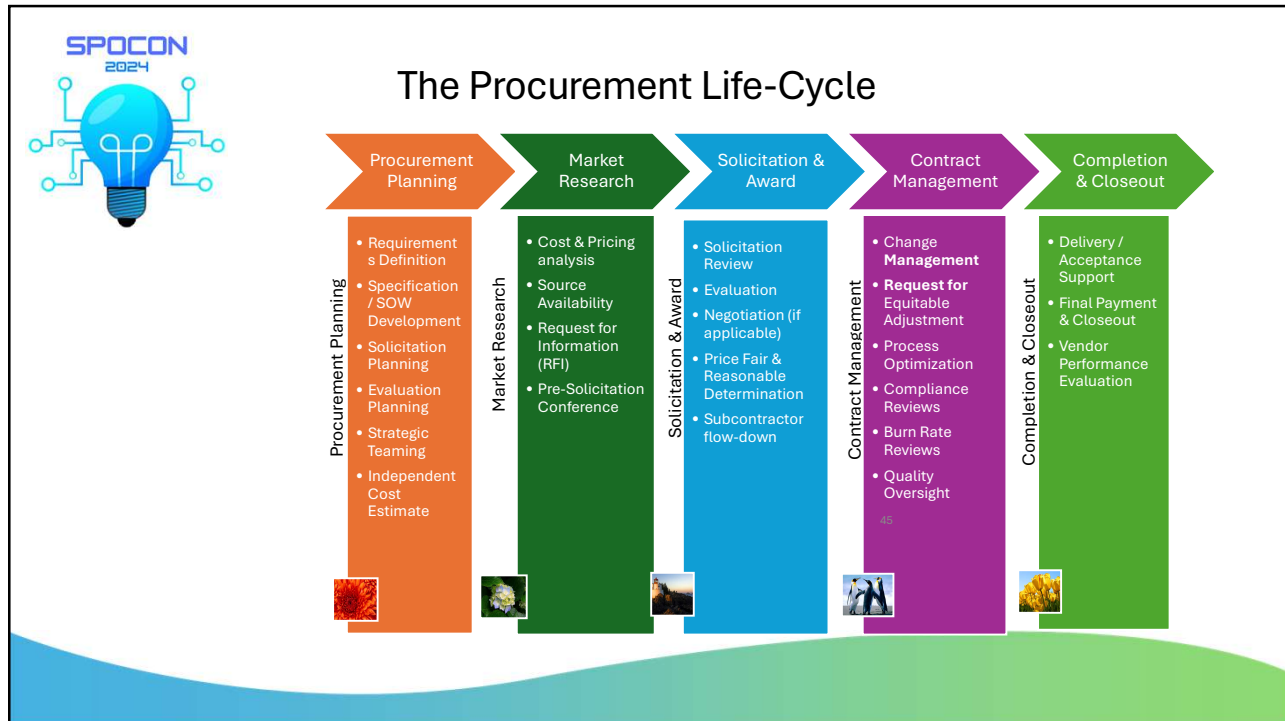








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Christopher Amandi

Policy and Compliance, SPO

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What is MMCAP?

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What is MMCAP infuse ?




**Minnesota Multi State Contracting Alliance for Pharmacy
National Cooperative Group Purchasing Organization (GPO)**

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What is MMCAP infuse ?

- Healthcare Services

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What is MMCAP infuse ?

- Healthcare Services
- Established in 1985

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What is MMCAP infuse ?

- Healthcare Services
- Established in 1985
- Operated by the Minnesota Office of State Procurement

6

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What is MMCAP infuse ?

- Healthcare Services
- Established in 1985
- Operated by the Minnesota Office of State Procurement
- Self funded Organization

7

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What is MMCAP infuse ?

- Healthcare Services
- Established in 1985
- Operated by the Minnesota Office of State Procurement
- Self funded Organization
- Shareback credit

8

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What is MMCAP infuse ?

- Healthcare Services
- Established in 1985
- Operated by the Minnesota Office of State Procurement
- Self funded Organization
- Shareback credit
- All contracts competitively procured

9

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What is MMCAP infuse ?

- Healthcare Services
- Established in 1985
- Operated by the Minnesota Office of State Procurement
- Self funded Organization
- Shareback credit
- All contracts competitively procured
- Contracts can be used by state agencies, counties, and school districts

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Pharmaceutical Wholesale Distribution Services

- **AmerisourceBergen, Inc.**
- Brand name, generic & over-the-counter pharmaceuticals

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2024




Pharmaceutical Wholesale Distribution Services

- **AmerisourceBergen, Inc.**
- Brand name, generic & over-the-counter pharmaceuticals
- SPO pricelist PL20-19
- Used by altogether 9 State agencies within DOH, UH, DOC
- Expires in April 2025
- New Contracts have been awarded

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Medical Products

- **Henry Schein, Inc.**

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2024




Medical Products

- **Henry Schein, Inc.**
- Supplies - Bandages & Tape, Disposable Exam Room Items, Gloves, Health and Beauty Care,
- Hypodermic Supplies, Orthopedic Products, Reusable Garments and Wound Care
- Equipment - Carts, Cold Storage, DME-Mobility-Transfer, Furniture, Imaging, Laboratory, Medical
- Lighting, Procedural Tools, Respiratory, Surgical, and Tables-Stools
- Pharmaceuticals Over-the-Counter
- Incontinence, Nutritionals, Diabetic Products, Containers and Vials

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2024




Medical Products

- **Henry Schein, Inc.**
- SPO Pricelist PL24-11
- Active since 02/2024

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Medical Products

- **Henry Schein, Inc.**
- SPO Pricelist PL24-11
- Active since 02/2024
- More than 57 agencies participating
- Contract expires 5/1/2025 – options to extend

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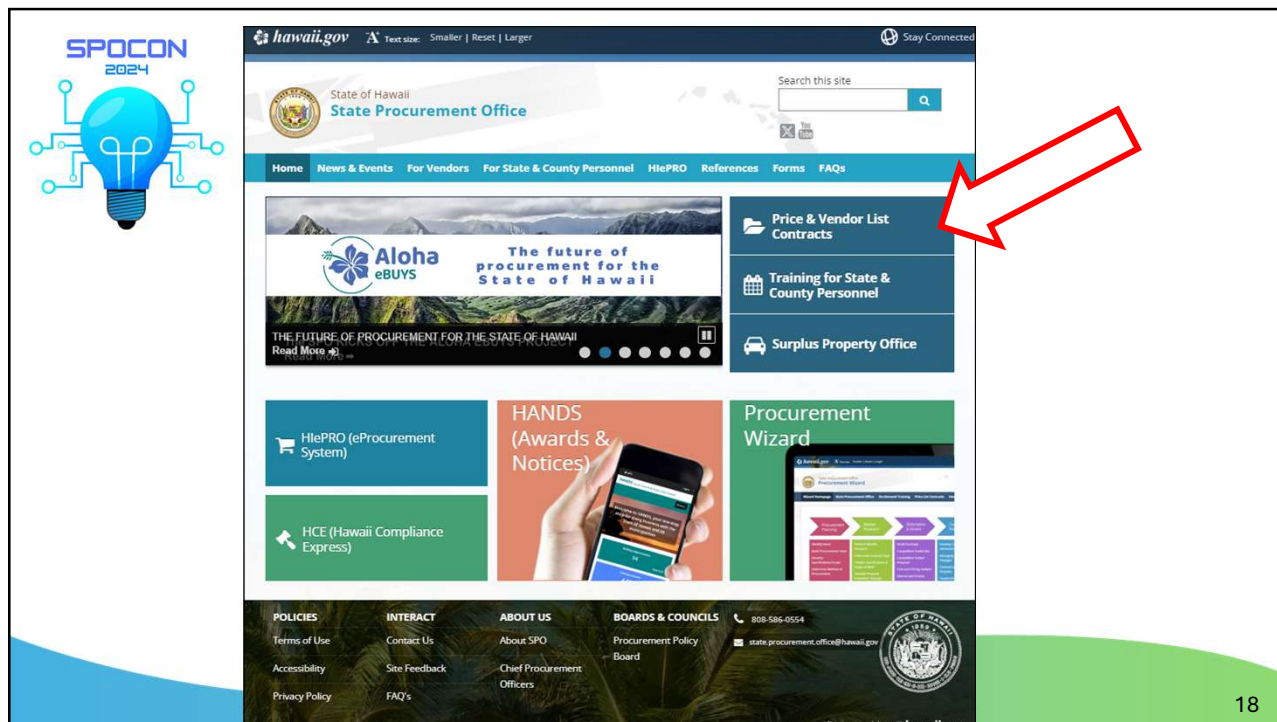


Use of MMCAP contracts

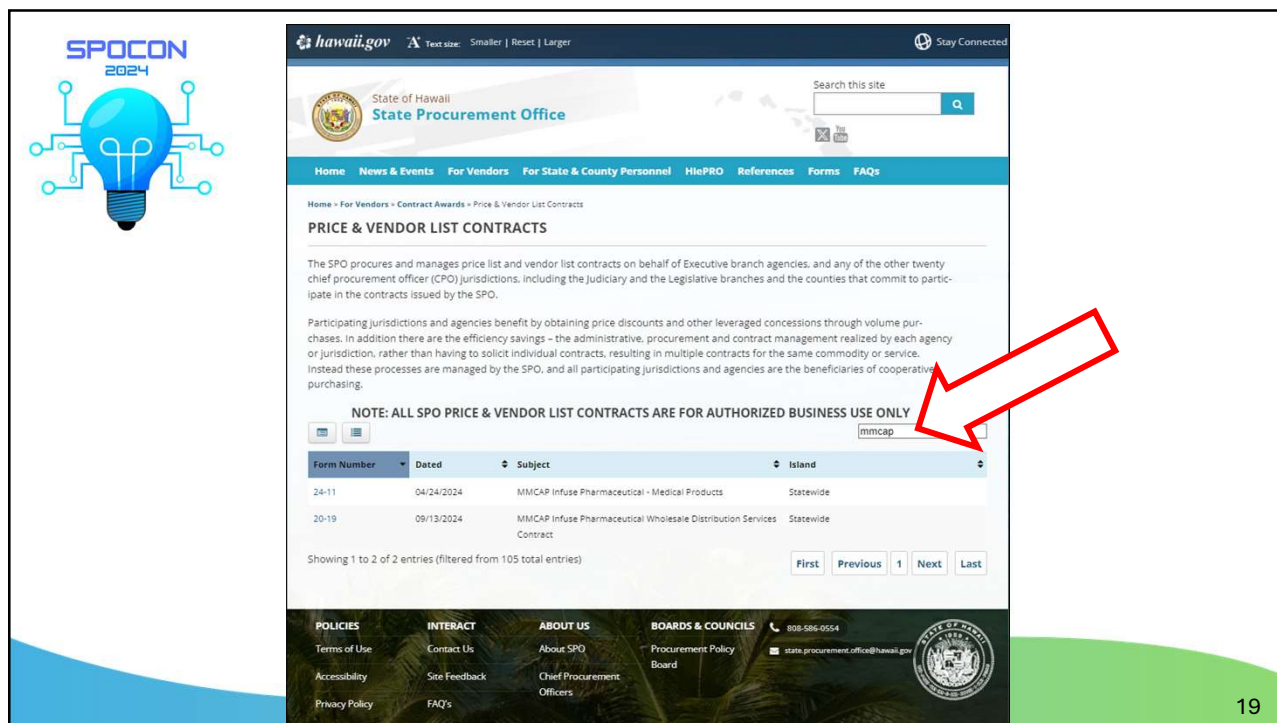
- **Requirements:**
- MMCAP Membership Application
 - Available on the MMCAP website, or
 - Through the SPO
 - Processing completed usually within one week

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QUIZ

What does MMCAP stand for?

Answer:
Minnesota Multi State Contracting Alliance for Pharmacy

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