



COOPERATIVE CONTRACTS & MEMBER EDUCATIONAL RESOURCES




© NASPO 2024. All rights reserved.

1


National Association of State Procurement Officials




Members are the CPOs of all 50 states, DC and the US Territories



NASPO was established in 1947 to dispose of surplus property following WWII.



We celebrated our **75th Anniversary** in 2022 and remain committed to supporting and elevating public procurement.



2



3

NASPO ValuePoint

NASPO'S PURCHASING COOPERATIVE

Started in 1992 as WSCA
WSCA evolved into NASPO ValuePoint as a Division of NASPO

NASPO ValuePoint

4



VISION


Your strategic partner for public procurement solutions.

MISSION

We promote innovative and efficient procurement by states, promoting superior contracts with integrity and transparency for the public sector.




5



WHAT DISTINGUISHES VALUEPOINT FROM OTHERS?

- ✓ Largest Public Purchasing Cooperative: **\$20 Billion+ 2023**
- ✓ **State-to-State** Cooperative Purchasing
- ✓ **Transparent & fair competition** in accordance with lead state's procurement code
- ✓ **Subject matter & State procurement experts** develop solicitation
- ✓ **Lowest admin fee** of all cooperatives



6

NASPO PORTFOLIOS USED BY HAWAII

- **Audio Video Equipment and Supplies**
- **Automotive Parts**
- **Body Armor and Ballistic Resistant Products**
- **Citizen Engagement Platforms**
- **Cloud Solutions**
- **Computer Equipment and Peripherals**
- **Data Communications**
- **Digital Print & Quick Copy**
- **Electronic Vehicle Charging Station Equipment and Services**
- **Equipment Rental Services**
- **Ground Maintenance Equipment**
- **Heavy Construction & Industrial Equipment**
- **IT Managed Service Providers**
- **IT Research & Advisory Services**
- **Information Security Services**
- **Inmate Communications**
- **Laboratory Equipment and Supplies**
- **Mailing Equipment, Supplies & Maintenance**
- **Office Furniture**
- **On-Demand Remote Interpreting and Document Translation**
- **Parks and Recreations Equipment and Installation**
- **Police Radar/Lidar Speed Enforcement & Accident Reconstruction**

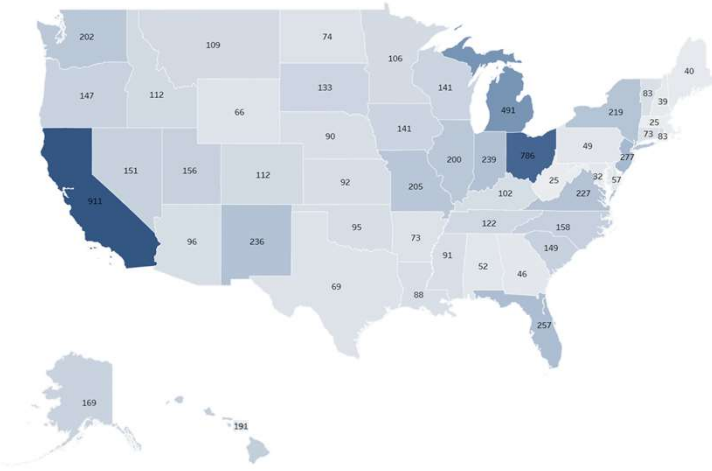
7

NASPO PORTFOLIOS USED BY HAWAII (continued)

- **Procurement Assistance Support Services**
- **Professional Grade Tools & Diagnostic Equipment**
- **Public Safety Communications Equipment**
- **Public Safety Vehicle Access & LED Light Bars, Sirens, Warning & Accessories**
- **Public Safety Video Systems**
- **Security and Fire Protection Services**
- **Small Package Delivery Services**
- **Software Value Added Reseller**
- **Temporary Employment Services**
- **Tires, Tubes and Services**
- **Unmanned Aerial Vehicle (Drone) Services**
- **WIC Infant Formula Rebate**
- **Walk-In Building Supplies**
- **Wireless Voice, Data, and Accessories**

8

PORTFOLIO PARTICIPATION BY STATE




- 60+ Portfolios
- Over 400 Contracts



9




10



PROCUREMENT U

FREE COURSES - GIVE BACK PROGRAM

<h3><u>FREE Procurement Courses & Videos</u></h3>  <ul style="list-style-type: none"> • <u>85+ contact hours</u> of free learning • Procurement focused courses, including topics like market research, RFPs, ethics, foundations of procurement and more! 	<h3><u>Skill Focused Catalog</u></h3> <p>Courses focused on developing professional skills such as data analytics, project management, leadership, and more.</p> <ul style="list-style-type: none"> • 60+ on-demand courses and certificates • 300+ accredited CEUs
---	---

11

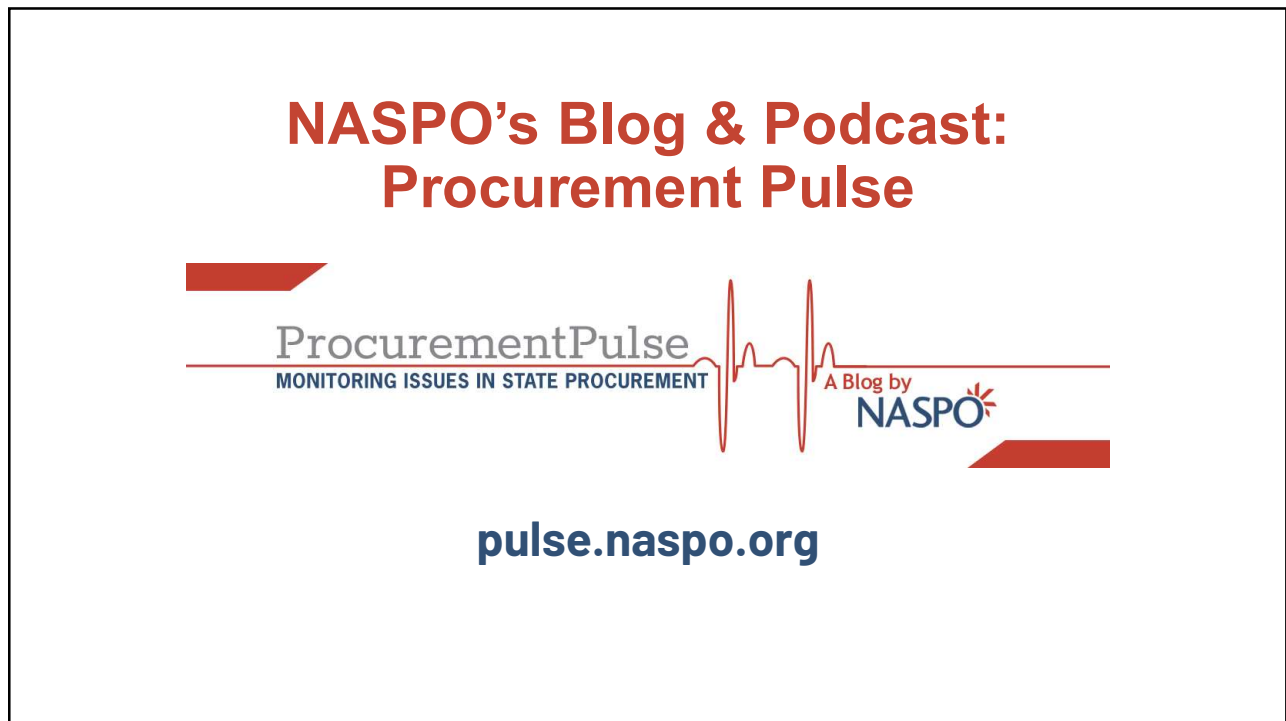
Procurement U Self-Paced Course List

- Procurement 101
- Specification Development
- Sustainable procurement
- Negotiations (100 and 200)
- Bid Protests
- Terms and conditions
- Ethical procurement (100 and 200)
- Requests for proposals
- Talent management
- Market research (100 and 200)
- Communication
- Problem Solving
- Work life balance
- How to Protect Your Data
- Cooperative procurement
- Service contacts
- Sole source procurement
- Effective Meetings

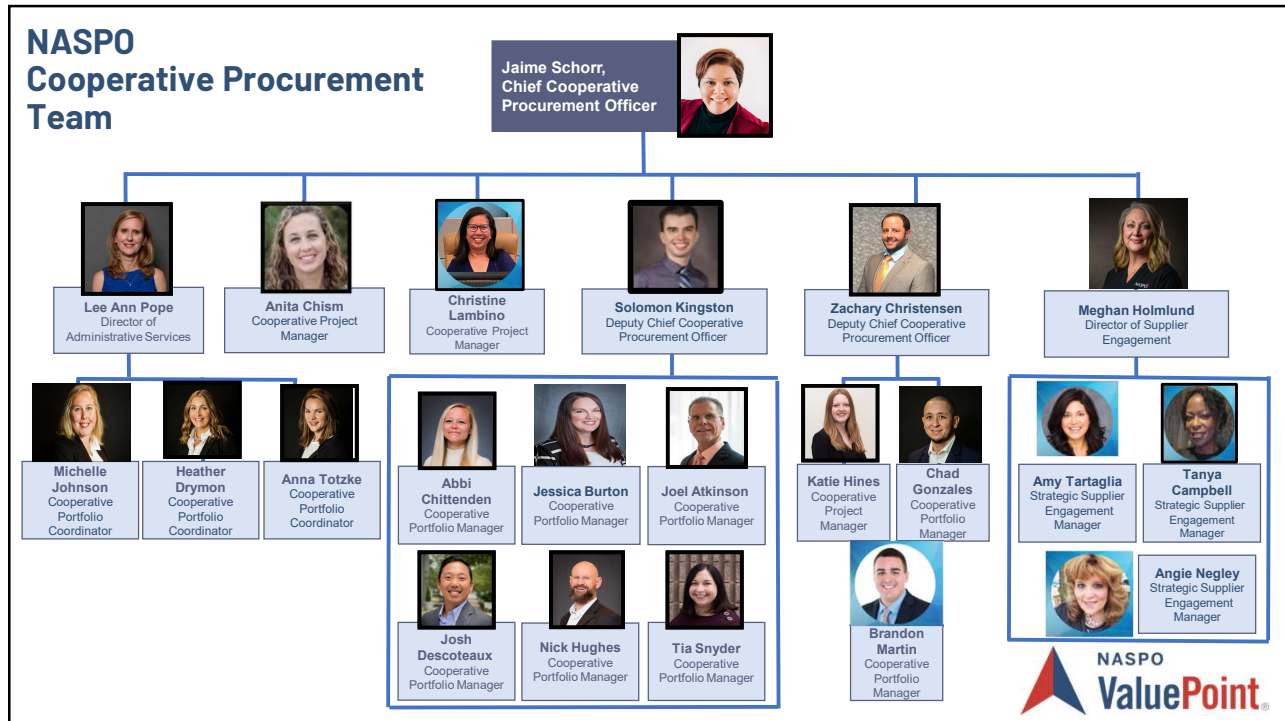
12



13



14



15

NASPO VALUEPOINT COOPERATIVE CONTRACT TEAM

Solomon Kingston
Deputy Chief Cooperative Procurement Officer
skingston@naspovaluepoint.org

Jessica Burton
Cooperative Portfolio Manager
jburton@naspo.org

Josh Descoteaux
Cooperative Portfolio Manager
jdescoteaux@naspovaluepoint.org

Nick Hughes
Cooperative Portfolio Manager
nhughes@naspovaluepoint.org

Joel Atkinson
Cooperative Portfolio Manager
jatkinson@naspovaluepoint.org

Tia Snyder
Cooperative Portfolio Manager
tsnyder@naspovaluepoint.org

Abbi Chittenden
Cooperative Portfolio Manager
achittenden@naspo.org

16