

How to Utilize Cooperative Purchasing to Improve Public Education

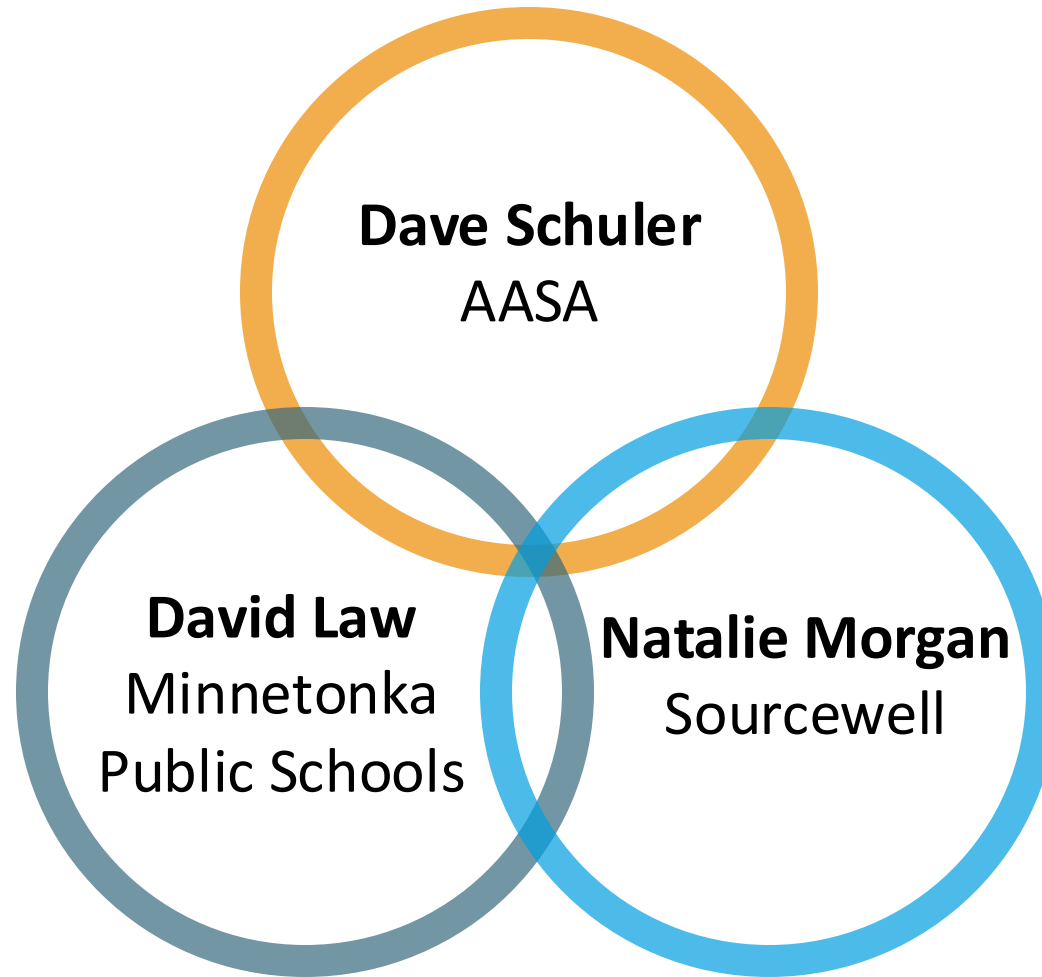


“I have absolutely no idea how I could ever spend all of this extra money in my budget”

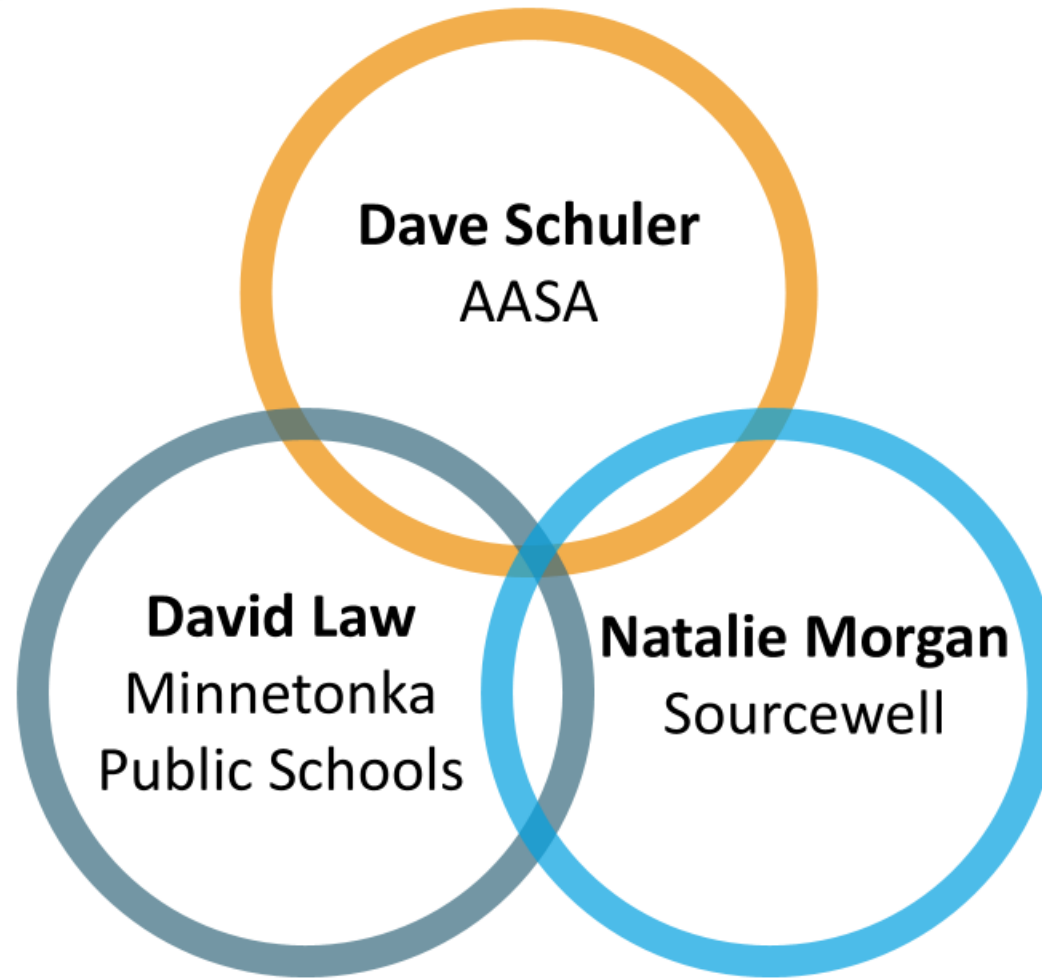
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*No One
Ever*

Presenters



Many Hats



- Teacher
- Administrator
- Superintendent
- Lawyer
- Principal
- Taxpayer
- Parent

How many of you have used a cooperative contract?

How many of you have never heard of cooperative purchasing?

Improve education through efficient spending

- What is cooperative purchasing?
- How does it work?
- When do I use a cooperative?
- What do I do next?



Procuring what you need

You have two decisions

- What are you going to buy?
- How are you going to buy it?



Cutting procurement in half

Purchasing process

- Identify need
- Discuss with procurement
- Develop scope
- Advertise
- Proposal opening
- Evaluation
- Award contract
- Protest period
- Issue a P.O.
- Receive goods/services

Purchasing process with a cooperative

- Identify need
- Discuss with procurement
- Use a cooperative contract
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Big-time needs



Trash Talkin'



Cooperative purchasing benefits

- Saves staff resources
- Provides competitively solicited and awarded contracts
- Creates efficiencies and savings
- Get what you need, when you need it
- Enables you to work with local supplier



Types of cooperative organizations

- Government cooperative model
- Lead-agency model



Cooperative purchasing users

- State and local government entities
- Public and private education



Get the facts: Q&A

What was your district's process for making purchases?



Get the facts: Q&A

What factors do you consider when making a purchase?



Get the facts: Q&A

How important is utilizing your local dealer?



Get the facts: Q&A

What challenges did you encounter when using a cooperative?



Get the facts: Q&A

How did you prepare your staff to effectively use cooperative contracts?

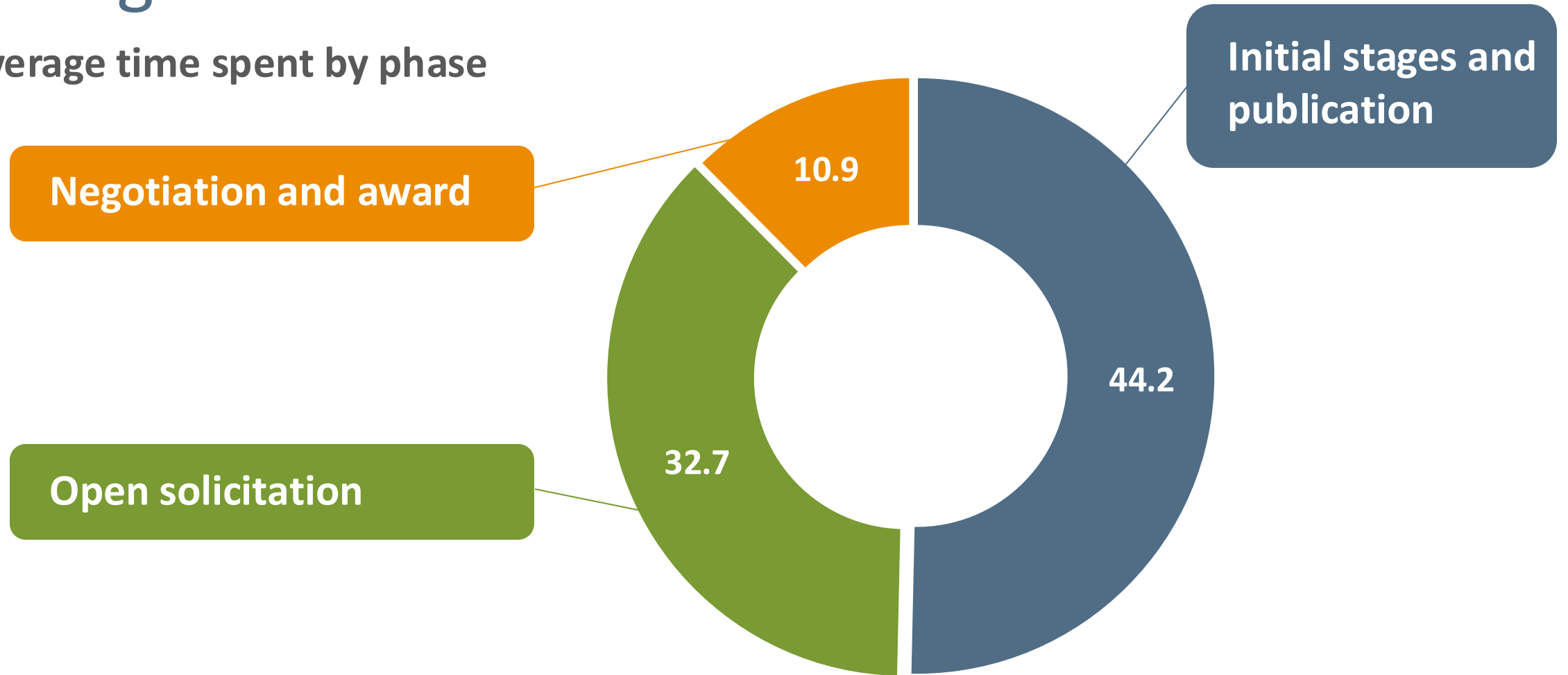


NCPP RFP Tracking Project

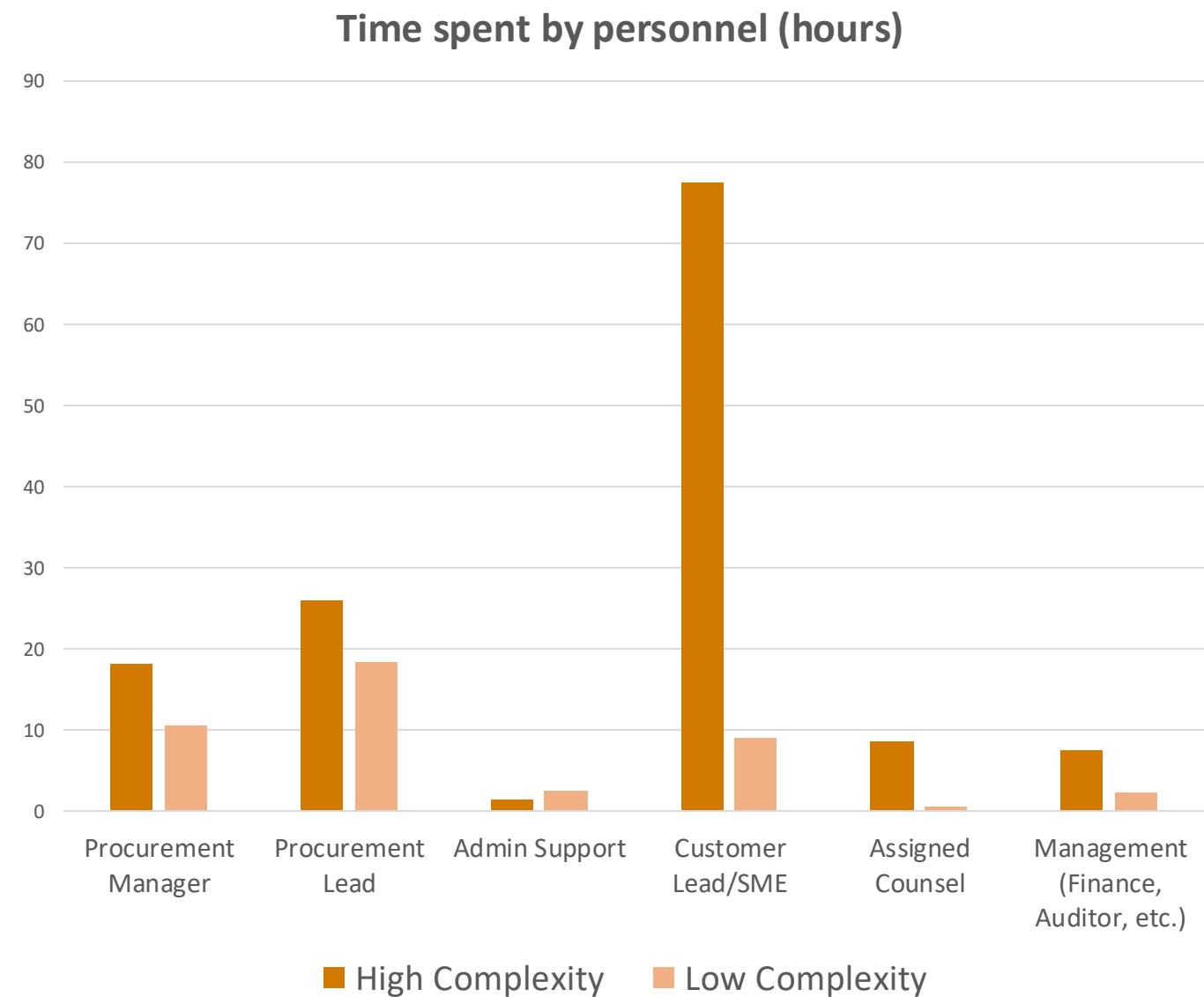


3 Stages of Procurement Process

Average time spent by phase



Personnel Hours



Costs

| Position | Complex | Non-Complex |
|---|----------|-------------|
| Procurement Manager | \$1,082 | \$455 |
| Procurement Lead | \$4,800 | \$563 |
| Admin Support | \$46 | \$57 |
| Customer/SME/Evaluation | \$7,705 | \$436 |
| Counsel | \$1,290 | \$30 |
| Management | \$2,496 | \$141 |
| Average hourly costs across all spreadsheets* | \$17,419 | \$1,682 |

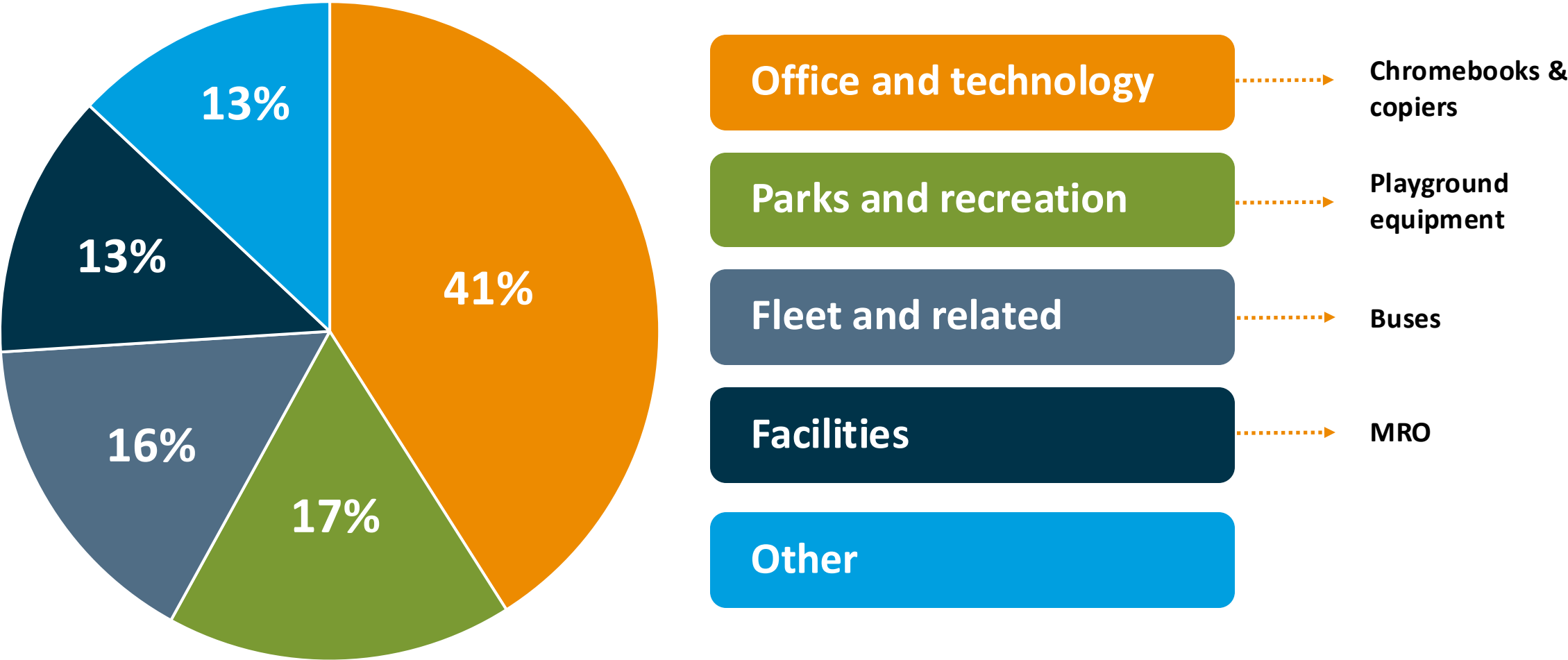
Most co-op purchases belong to 4 key industries

79% of the purchases from national co-ops fall into 4 out of 12 Industry Groups

| Major Industry Group | Share of Co-op Purchases |
|----------------------------------|--------------------------|
| Construction and equipment | 22.40% |
| Operations and maintenance | 21.90% |
| Technology and telecom | 19.90% |
| Transportation/vehicles | 15.10% |
| Education products and services | 7.60% |
| Professional business services | 4.50% |
| Public safety | 3.10% |
| Healthcare | 2.60% |
| Environmental services | 1.20% |
| Water and energy | 1.00% |
| Architecture and engineering | 0.50% |
| Financial services and insurance | 0.30% |

Source: GovWin database of 3,100 purchases made through national co-ops in last two years

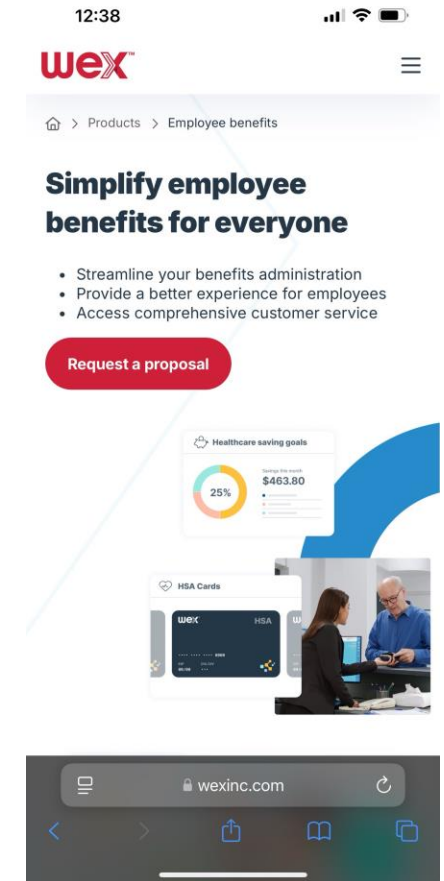
Sourcewell K-12 contract sales, FY 24-25



Turf is tough



Public purchasing power on contract



Cutting procurement in half

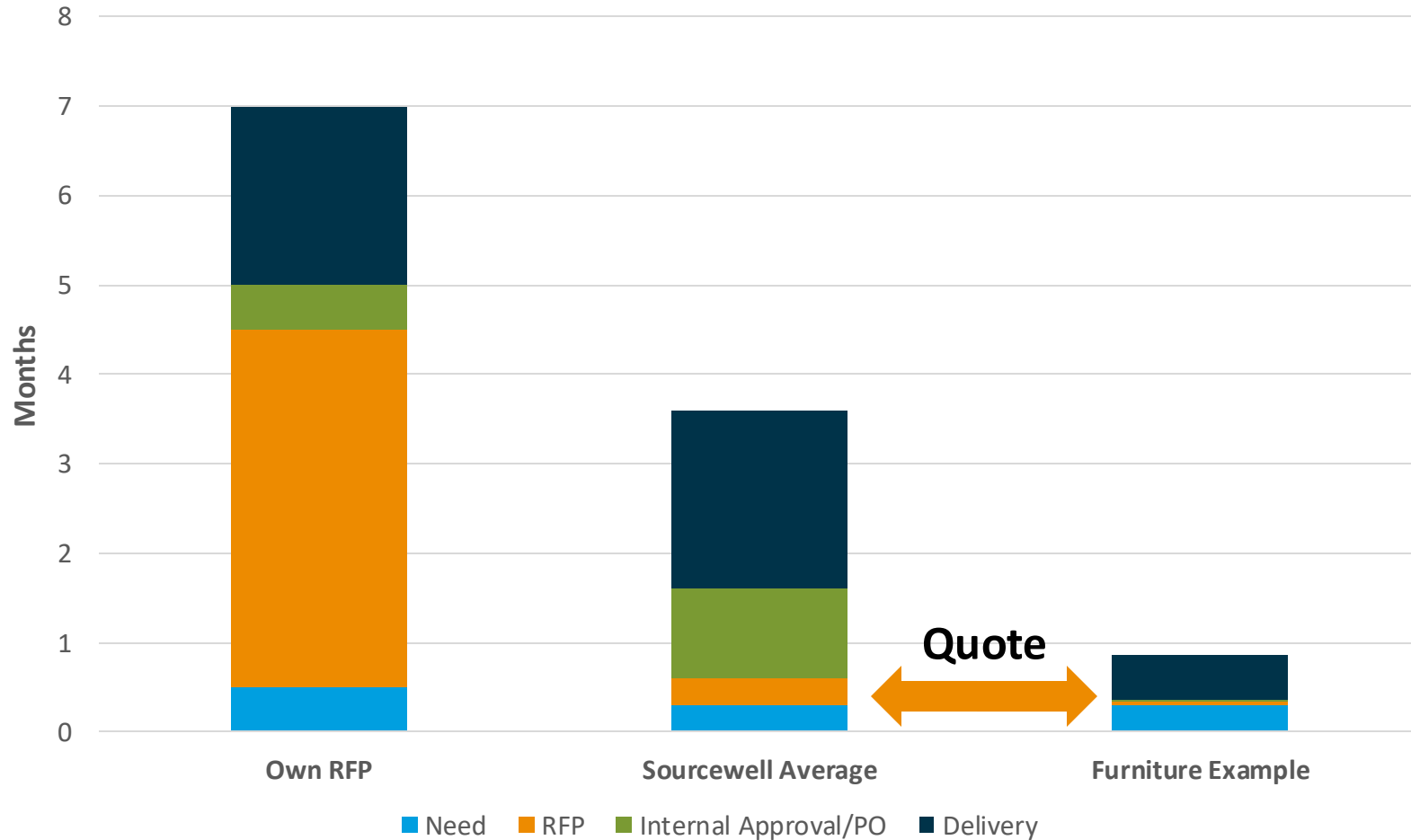
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Time savings: CP vs. Own RFP



“I have absolutely no idea how I could ever spend all of this extra money in my budget”

*No One
Ever*

“I’m glad I was able to realize a little extra spending power in the budget this year”

“I’m glad I was able to realize a little extra spending power in the budget this year”

*You
Today*

Start Here: Maximize your impact.

Thank You.

Questions?