



FORUM 2017

National Cooperatives
Stretching the Perspectives

November 14, 2017

Landscape of Cooperative Purchasing Organizations



Authority to “Cooperate”

- Commonwealth requirements
- Other states’ requirements
- Other issues . . .



Reasons to Cooperate

- Aggregation and reduced pricing
- Leveraging learning and state expertise
- Access to SMEs
- Others . . .



Overcoming Complexity



- Drones as a Service
- Cloud Solutions



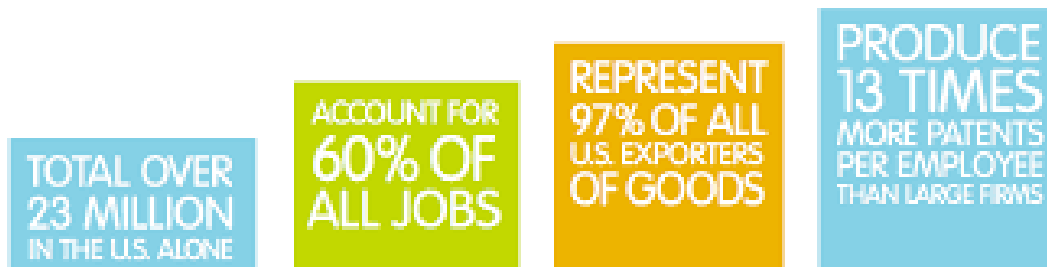
Flexibility to Customize Participation

- Select contractors from multiple awards
- Select which services/supplies to buy
- Negotiate price for further discounts
- Add reasonable terms and conditions, including agency's administrative fee
- Are there legal constraints on flexibility?

Inclusiveness

- Encouraging SWAM participation
- Universal concerns about inclusion; little uniformity in rules
- What strategies exist?

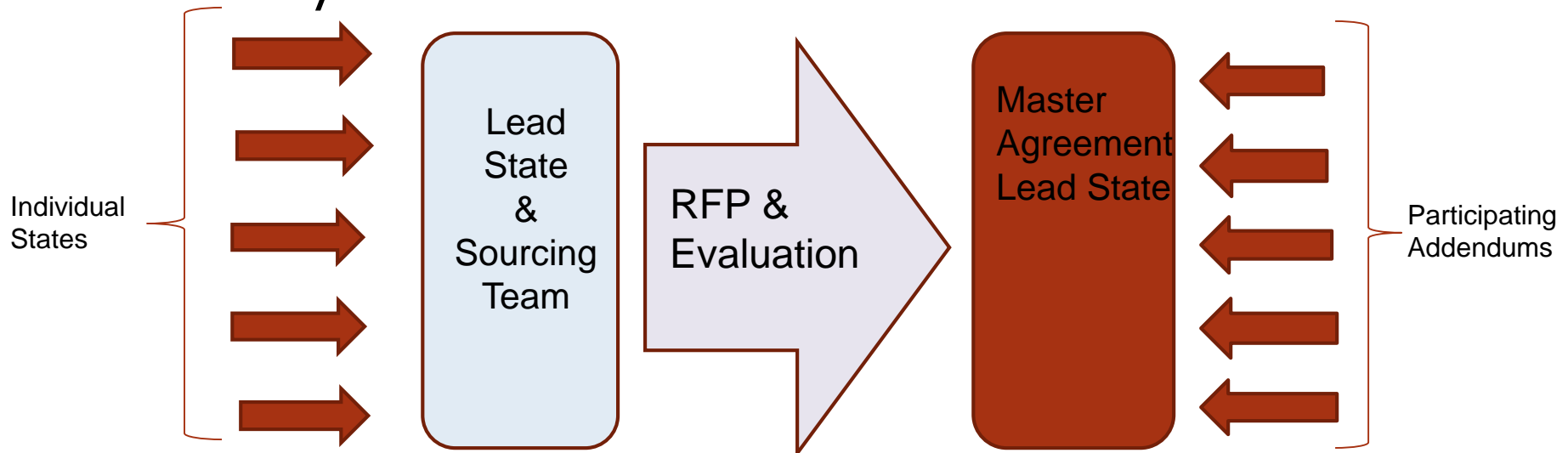
SMALL BUSINESSES



The NASPO Cooperative Purchasing Program

The NASPO ValuePoint process

- Participation by other states from the beginning
 - Solicitation, evaluation, award
 - Contract administration
- Draft solicitation sent to all states
- Lead State awards Master Price Agreement
- Participating Addendum by participating states/entities



Solicitation/Contracting Practices

- Lead State laws govern, e.g. confidentiality
- Virtually all solicitations are RFPs; evaluation criteria vary
- State practices vary on multiple award
- Lead State handles contract administration for master agreement
- State-required terms and conditions may be proposed in Participating Addendum
- Purchasing Entities issue the orders

Obligation of “Due Diligence”

Business scan

Legal scan

Political scan



- Complexity
- Technology Δ velocity
- Multiple awards
- Ordering & down-selects
- Proliferation of cooperatives



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