

OhioDAS | General Services Division  
 Department of Administrative Services




**Ohio Department of  
 Administrative Services  
 Cooperative  
 Purchasing  
 Program**

Utilizing the State's  
 Cooperative Purchasing Program

February 9, 2012

Presented by Jean Stephenson, CPPO  
 State Purchasing Contracts Manager




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**What is the Cooperative  
 Purchasing Program?**




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*The Ohio Cooperative Purchasing Act, § 125.04, enacted in 1985...*



...affords counties, cities, villages,  
 townships, school districts, public libraries,  
 transit authorities, parks, airport  
 authorities, ambulance and fire districts,  
 metropolitan housing authorities, and  
 other political subdivisions the opportunity  
 to participate in the State's term contracts.

Participants in the program can.....

- ✓ benefit from 'economies of scale'
- ✓ expedite their procurement process
- ✓ achieve substantial savings




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On July 1, 2008, Corrective Budget Bill, H.B. 562...



...was signed into law by Governor Strickland. New language in this Bill authorizes DAS to enter into cooperative purchasing agreements with

- one or more other states
- groups of states
- the federal government
- other purchasing consortia
- institutions of higher education
- or any political subdivision of this state

for the purchase of supplies and services as described in division (B) of §125.04.




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Here we  
**GROW**  
 again!

- We serve over 2,000 entities in all 88 Ohio counties
- **80+** new entities joined in FY11
- Member-reported savings can exceed 20% and does not include administrative overhead
- Purchase activity from DAS term contracts by CO-OP members total nearly **\$180 million** annually




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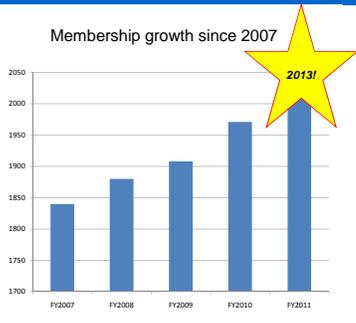
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Membership growth since 2007




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**What the State Buys...**

Computers      Vehicles      Pharmaceuticals  
 Consulting Services      Food      Construction Services

**\$2+ Billion in supplies and services annually**

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**How does the State buy?**

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**How the State Buys...**

- Through Set Aside and Preference Programs
- From existing DAS contracts
- Formal Competition
  - Invitation to Bid (ITB) ... lowest responsive and responsible bidder
  - Request For Proposal (RFP) ... best value
  - Reverse Auction ... prices decrease as bidding continues
- Informal Competitive Process
- Negotiation
  - State Term Schedule (STS) ... mirror federal General Services Administration (GSA) contracts
  - Master Maintenance Agreements (MMA)
  - Held by manufacturers
  - Utilizes State of Ohio's Terms & Conditions

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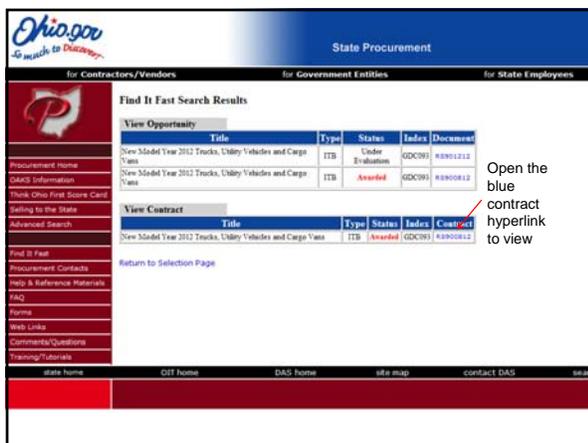
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**Ohio.gov** State Procurement

for Contractors/Vendors for Government Entities for State Employees

Details for: New Model Year 2012 Trucks, Utility Vehicles and Cargo Vans

**General Information**  
 Contract Type: Awarded Invitation to Bid  
 Contract Status: Awarded  
 Commodity Category: Automotive Products, Vehicles and Related Services  
 Contract#: R5900812  
 Index Number: GDC093  
 WorkOrder: Click to View

**Dates**  
 Effective Date: 1/20/2012  
 Expiration Date: 9/30/2012

**Procurement Program**  
 RFP Participation: Yes  
 Open Solicitation: Yes  
 Open to Co-op: Yes

**Associated PDF Files**  
 Original Contract: Click to View ORIGINAL CONTRACT  
 Terms and Conditions: Click to View TERMS & CONDITIONS

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state home OIT home DAS home site map contact DAS

Open the contract to view it

**OhioDAS** Index No. GDC093  
Rev. 01/20/12  
Page 1

STATE OF OHIO  
 DEPARTMENT OF ADMINISTRATIVE SERVICES  
 GENERAL SERVICES DIVISION  
 OFFICE OF PROCUREMENT SERVICES  
 4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

MANDATORY USE CONTRACT FOR: NEW, MODEL YEAR 2012 TRUCKS, UTILITY VEHICLES, AND CARGO VANS

CONTRACT No.: R5900812 EFFECTIVE DATES: 01/20/12 to 09/30/12

The Department of Administrative Services has accepted bids submitted in response to invitation to bid No. R5900812 that opened on 11/23/11 and Bid No. R5901212 that opened on 11/23/11. The evaluation of the bid response(s) has been completed. The bidder(s) listed herein have been determined to be the low-cost responsive and responsible bidder(s) and have been awarded a contract for the item(s) listed. The respective bid response, including the [Terms and Conditions for Bidding, Standard Contract Terms and Conditions, and Supplemental Contract Terms and Conditions](#), special contract terms & conditions, any bid addenda, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this Requirements Contract.

This Requirements Contract is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Contract is renewed, terminated or canceled in accordance with the Contract Terms and Conditions.

This Requirements Contract is available to all State Agencies, State institutions of higher education and properly registered members of the Cooperative Purchasing Program of the Department of Administrative Services, as applicable.

Agencies are eligible to make purchases of the listed supplies and/or services in any amount and at any time as determined by the agency. The State makes no representation or guarantee that agencies will purchase the volume of supplies and/or services as advertised in the Invitation to Bid.

**SPECIAL NOTE:** State agencies may make purchases under this Requirements Contract up to \$2500.00 using the state of Ohio payment card. Any purchase that exceeds \$2500.00 will be made using the official state of Ohio purchase order (ADM).

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Post your procurement opportunities!

You can post your entity's procurement opportunities on our website!

Select 'Login' and click the link for "New User". A username and password will be emailed to you.

Contact our office for an email list of DAS registered vendors to increase your project exposure and expand competition!

**Ohio.gov** State Procurement

for Contractors/Vendors for Government Entities for State Employees for the Public

Procurement Opportunities Search Results

Search Complete! All Commodity Categories have been selected.

Multi Search Print Version New Search

New Search by Category

Title	Contract Type	Contract Status	Contract No.	Contract Value	Contract Dates
2012 New Model Year 2012 Trucks, Utility Vehicles and Cargo Vans	Invitation to Bid	Awarded	R5900812	\$1,200,000.00	01/20/12 to 09/30/12
2012 New Model Year 2012 Trucks, Utility Vehicles and Cargo Vans	Invitation to Bid	Awarded	R5901212	\$1,200,000.00	01/20/12 to 09/30/12
2012 New Model Year 2012 Trucks, Utility Vehicles and Cargo Vans	Invitation to Bid	Awarded	R5901212	\$1,200,000.00	01/20/12 to 09/30/12
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**Some contracts of interest?**

- **Vehicles** -  
 (Automobiles/Passenger Vans) - [GDC104](#)  
 (Law Enforcement Vehicles) - [GDC050](#)  
 (Trucks, Utility Vehicles, Cargo Vans) - [GDC093](#)
- **Fire Trucks, Emergency Vehicles and Related Equipment** -  
[STS618](#), [STS233](#)...
- Heavy Equipment, Parks and Groundskeeping Equipment -  
 various [STS515](#)...
- Ammunition and Weapons - [STS874](#)
- Office Supplies - [GPC005](#)
- Fuel - [GDC027](#)
- Ice Removal Salt - [GDC040](#)
- Uniforms and General Purpose Clothing - [GDC060](#), [GDC054](#)
- Cost per Copy program - [MAC009](#)

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**Some contracts of interest?**

- **Computer hardware and software** - various STS and MACs
- [www.ohio.gov/oit](http://www.ohio.gov/oit) - Telecommunications and Wireless Contracts  
 Denise Freshly, Manager, Office of Information Technology  
 (614) 466-6060
  - AT&T, Sprint/Nextel, Verizon and others
- **MARCS Program – Multi-Agency Radio Communication System** -  
 Darryl Anderson, MARCS Program Manager (614) 466-2257
- **Community Rehabilitation Program** - various contracts  
 Lynnise Smith, Manager (614) 728-0853
- **State and Federal Surplus Property**  
 David Settemire, Manager (614) 466-6585
- **State Printing**  
 Van Hylton, Manager (614) 752-0466

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**Contact us anytime!**

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 Program administration

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 Vendor compliance, Contract analysis,  
 Program development

**Renee Hinte**, Program Administrator 1  
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 Membership support, Contract assistance,  
 Program inquiries



Contact us anytime, or visit our web site at  
[das.ohio.gov/CooperativePurchasing](http://das.ohio.gov/CooperativePurchasing)

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Questions?



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