Ohio Department of Administrative Services
Cooperative Purchasing Program

Presented by Shavonna Neal, Training Officer
Ohio DAS Cooperative Purchasing Program

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

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.
Here we GROW again!

- We serve nearly 2,000 entities in all 88 Ohio counties
- 65+ new entities joined in FY14
- 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
What the State Buys…

- Computers
- Vehicles
- Pharmaceuticals
- Consulting Services
- Food
- Construction Services

$2+ Billion in supplies and services annually

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

Multi-state/purchasing consortium agreements

The State of Indiana
The REMI Group, LLC (GPO004)

- Formally competed!
- Equipment maintenance management program
- Ohio is participating
Multi-state/purchasing consortium agreements

Job Order Contracting:
- Repair and alteration
- Small new construction
- Formally competed
- Expiration 12/2015

Job Order Contracting is:
- Firm, fixed price for all tasks listed in a unit price book with descriptions, unit of measure, and a price to install or demolish the task
- Competitively bid: all bidders submit a set of adjustment factors to the fixed prices in the unit price book
- Indefinite quantity: No projects are identified at the time of bidding. Submit your project for a price quote

General Contractors:
- Allied Building Service Company
- Lusk Group
- Henderson Contracting Company
- Price Builders & Developers
- St. Louis Design & Construction
- F.H. Paschen
- Variety Contractors

Electrical Contractors:
- Capital City Electric
- R & K Electrical
- Whalen Electric

Heating / AC Contractor:
- The K Company

Multi-state/purchasing consortium agreements

US Communities / State of North Carolina
- Carquest (GPC017)
- Formally competed!
- Fixed % off retail/catalog pricing
- Participating through June 2017
Explore Ohio procurement opportunities and current contracts on the State Procurement Website.
You will find procurement information that is up to the minute, accurate, intuitive, and comprehensive.

Ohio Department of Administrative Services
Visit the State Procurement Website

How to find contracts? There are a variety of ways...
Select "Current Contracts"
Select "Search Using the Alpha List"

View all contracts within a category

View related categories or "subcategories"

Search by Contract Type and Select "Cooperative Purchasing Agreements"
Select the commodity category.

A table of all contracts within that category will display.

Search using a "Keyword" and click "Keyword Search".
All contracts containing that word(s) will display.
Select the appropriate 'Contract' hyperlink.

**Website Contract Details Page**

- Contract name / description
- Category, Schedule Number, Index Number
- Awarded vendor / link displaying dealer(s) (STS)
- Link to Current Contract Price List (STS)
- Expiration date
- Open to co-op members?
- Is financing or leasing available?
- List of amendments
- Link to Original contract
- Link to Revised contract
- Terms and Conditions

**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!
Some contracts of interest?

- Vehicles - (Automobiles/Passenger Vans) - GDC104
  (Law Enforcement Vehicles) - GDC090
  (Trucks, Utility Vehicles, Cargo Vans) - GDC093
- Electric contract – DAS010
- Heavy Equipment, Parks and Grounds keeping Equipment–snow removal, mowers, trailers, backhoes, aggregate spreaders STS515
- Paper Products – GDC149
- Auto Parts - GPC017
- Office Supplies – MAC018
- Fuel - GDC027
- Ice Removal Salt - GDC040
- Uniforms and General Purpose Clothing - GDC060, GDC054
- Copier per Copy program – MAC009
- Walk-in building supplies – GPC012 (Lowes)

Computer hardware and software - various STS and MACs
Telecommunications and Wireless Contracts - www.ohio.gov/oit

Denise Freshly, Manager, Office of Information Technology
(614) 466-6060
- AT&T, Sprint/Nexel, Verizon and others

MARCS Program – Multi-Agency Radio Communication System -
Daryl Anderson, MARCS Program Manager (614) 466-2257
Community Rehabilitation Program - various contracts
Ron Rowland, Manager (614) 644-6365

State and Federal Surplus Property
Tom Lowery (614) 728-3202
- State Printing
Dan Boyle, Manager (614) 752-0070

Contact us anytime!
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Membership support, Contract assistance, Program inquiries
Questions?