



Department of
General Services

Cooperatives 101

Virtual Local Government Purchasing Forum
September 22, 2021

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Learning Objectives

- What is a cooperative contract
- Who can use a cooperative contract
- How to find if a SWC is a cooperative
- What are the benefits of a cooperative
- What are the different cooperatives
- NASPO Presentation

What is a cooperative contact?

- Cooperative purchasing involves two or more government entities procuring items from the same contract. Usually there is a lead state that develops the cooperative concept and releases a solicitation. After the lead state awards the contract(s) to one or more suppliers, each individual state has to develop their own participating addendum (PA) in order to “piggyback” off of the lead state’s contract. These PA’s are developed between the individual state and the supplier(s) chosen from the awarded supplier(s) list established by the lead state.

Who Can Use Cooperative Contracts?

Authorized Users may utilize statewide contracts by purchasing directly from the awarded Contractor(s) in accordance with their own procurement policies and procedures.



State Government

- Departments & Agencies
- Courts
- Legislature
- Commissions & Boards



Local Governments

- Counties
- Municipalities
- School Districts
- Quasi-Governmental Organizations



Higher Education

- Universities
- Community Colleges
- TCATs
- TN Private Nonprofit Universities



Qualifying Nonprofits










- 501(c)(3) organizations contracting with DIDD & MHSAS to serve citizens

TCA § 12-3-1205 & TCA § 12-3-512

Accessing Statewide Cooperative Contracts

- **Statewide Contract Listing (Supplier Portal):**
www.tn.gov/statewide-contracts
- **CPO SWC Usage Instructions:**
<https://www.tn.gov/generalservices/procurement/central-procurement-office--cpo-/state-agencies-/statewide-contract-instruction--swc-.html>
- **TN Smart Shop:**
<https://www.tn.gov/generalservices/procurement/central-procurement-office--cpo-/tn-smart-shop.html>

How to find if a SWC is a cooperative contact?

Contract ID	Comment Text	Contract Documents
1 00000000000000000000000057269	SWC 380 Small Package Delivery Service Participating Addendum	
2 00000000000000000000000057269	SWC 380 Small Package Delivery Service Signed Contract 57269 FedEx ends Nov. 27, 2021	
3 00000000000000000000000057269	SWC 380 Small Package Delivery Service NASPO ValuePoint Master Agreement	
4 00000000000000000000000057269	SWC 380 Small Package Delivery Service NASPO Master Agreement Amendment 1	
5 00000000000000000000000057269	SWC 380 Small Package Delivery Service NASPO Master Agreement Amendment 2	
6 00000000000000000000000057269	SWC 380 Small Package Delivery Service FedEx NASPO RFP Response	
7 00000000000000000000000057269	SWC 380 Small Package Delivery Service Usage Instructions	
8 00000000000000000000000057269	SWC 380 Small Package Delivery Service FedEx Service Guide Accessorial Rates 2020	
9 00000000000000000000000057269	SWC 380 Small Package Delivery Service 57269 FedEx Shipping Rates	

How to find if a SWC is a cooperative contact?

SWC# 440 Medical Supplies and Equipment Contract Information and Usage Instructions

Contract Period: This is a cooperative statewide contract established through the Minnesota Multistate Contracting Alliance for Pharmacy (MMCAP). To date, the State has signed one (1) participating addendum with McKesson for an initial start date of February 25th, 2019. The contract's initial end date is March 1st, 2020 but it may be extended for up to three (3) additional one (1) year periods upon execution of a written amendment and acceptance of both parties, for a total term not to exceed five (5) years.

How to find if a SWC is a cooperative contact?

TN Smart Shop

Benefits to Utilizing Cooperative SWC's

1. Saves time on solicitations.
2. Saves money by combining the purchasing power of multiple states – Especially when continual compete can be utilized.
3. Increased flexibility to update products or service offerings when necessary.

Different Types of Cooperatives?

- **Coop Options** – CPO utilizes the following cooperatives



1

NASPO



5

MMCAP Infuse

Different Types of Cooperatives?

- **Coop Options** – CPO utilizes the following cooperatives



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Omnia



1

SourceWell

NASPO

NASPO Contracts			
<u>SWC</u>	<u>SWC Description</u>	<u>Edison Contract</u>	<u>Suppliers</u>
221	Tires	62061, 62078, 63074, 63095, 63466, 63469, 63470	Bridgestone/Firestone, Goodyear, S&S Firestone, Tire World Southeastern, Truck Tire Center of Knoxville, Richard Goforth, Best One of Jackson
233	SOW	Confidential contract.	
380	Small Package Delivery Services	57269	FedEx
SWC 419	Mailroom Equipment, Maintenance, & Supplies	Confidential contract.	
423	Radio Equipment, Maintenance, Repairs, Parts, Accessories, and Test Equipment		JVCKenwood, BK Tech

NASPO Continued

NASPO Contracts			
<u>SWC</u>	<u>SWC Description</u>	<u>Edison Contract</u>	<u>Suppliers</u>
563	Laboratory Supplies	49150 & 51339	VWR, Fisher Scientific
3014	NASPO Computer Servers Storage	Confidential	
3020	Cloud Managed Services		Delloitte
3021	Comprehensive Cloud Solutions		Carahsoft, Insight, SHI
3030	NASPO Data Communications	Confidential	
3034	Oracle Taleo Software		Oracle America Inc.
3999	COTS Software		CDWG, SHI, Insight

MMCAP Infuse

MMCAP Contracts			
<u>SWC</u>	<u>SWC Description</u>	<u>Edison Contract</u>	<u>Suppliers</u>
440	Medical Supplies	61088, 61335, 63982	McKesson, Henry Schein, Medical Solutions
529	Pharmaceutical Return Processing and Reverse Distribution and Destruction Services	61673	Inmar Rx Solutions
530	Pharmaceutical Products	64726	Cardinal Health
531	Birth Control Devices i.e. Condoms	61381, 61394, 61395	B Holding Group, Global Protection Corp, Lifestyles US Opco dba SXWELL USA, LLC
533	Influenza Vaccine	60744, 65915	Sanofi Pasteur, FFF Enterprises

Omnia

Omnia Contracts			
<u>SWC</u>	<u>SWC Description</u>	<u>Edison Contract</u>	<u>Suppliers</u>
564	Emergency Preparedness	65243	Safeware

Sourcewell

Sourcewell Contracts			
<u>SWC</u>	<u>SWC Description</u>	<u>Edison Contract</u>	<u>Suppliers</u>
204	Vehicle&Equip Parts,Lt & Hvy Duty	71921	Genuine Parts Company (NAPA), P&B Auto Parts LLC, East TN Auto Parts. , Lewisburg Industrial & Welding Inc. , Mattox Auto Parts, Mister Automotive of Newport, Phillips Auto Parts Inc. , Old School Auto Parts Inc. , NAPA Auto Care of Dayton Inc. , NAPA of Pikeville, NAPA of Cleveland, Redde LLC, P&D Enterprises Inc. , Carpenter Moore Inc. , Hurt Automotive LLC, Kings Auto Parts, Chattanapa Inc., KA Auto Supply, Upper Cumberland Auto Parts, Cobb Auto Parts

NASPO ValuePoint

NASPO, <https://www.naspo.org/>

- Established in 1947
- Non-profit association
- Focus on education, research, and communication
- Members: Chief Procurement Officers representing all 50 States, D.C. and US territories

NASPO ValuePoint, <https://www.naspovaluepoint.org/>

- Established in 1992 as WSCA
- NASPO's cooperative purchasing program that facilitates multi-state public procurement solicitations and agreements using a Lead State™ model.
- CPOs of all 50 states and the District of Columbia signed an MOA creating our cooperative process

NASPO ValuePoint Offers

- 61 portfolios of premium items and services through best value master agreements
- 600 + outstanding suppliers just waiting to serve you
- All competitively bid and awarded by state CPOs!
- All state and local government agencies, school districts, and public colleges and universities are eligible
- We have
 - No membership application
 - No membership fees
 - The lowest admin fee of any cooperative

Explore ValuePoint Contracts



SERVICES



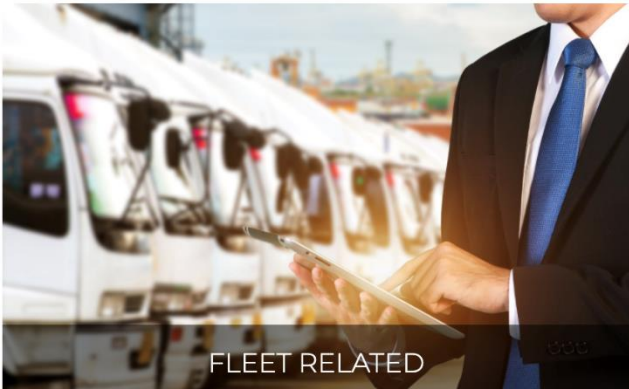
PUBLIC SAFETY AND



FACILITIES AND GROUNDS



INFORMATION TECHNOLOGY,



FLEET RELATED



OFFICE , EDUCATION, GENERAL BUSINESS



HEALTH AND HUMAN SERVICES

Participation in Other ValuePoint Contracts

- **Higher Education and Local Governments in Tennessee may enter participating addendums to utilize NASPO ValuePoint master agreements if doing so is permissible under their own statutory authority and procurement procedures. Any agreements are subject to the approval of the particular entity involved.**
- In general, under Tenn. Code Ann. § 12-3-101 all goods and services for the use of state government, shall be purchased and contracted for by the Central Procurement Office unless a particular exemption applies. There are several state governmental entities and types of contracts that are exempt. For a list of exemptions, please see Tenn. Code Ann. § 12-3-102.
- The Central Procurement Office may participate in cooperative purchasing agreements, including NASPO ValuePoint contracts, under Tenn. Code Ann. § 12-3-512.
- Many exempt governmental entities have their own statutory authority to enter into a cooperative purchasing agreement that is awarded through full and open competition.
 - For details regarding some of the cooperative purchasing requirements for a public institution of higher education please see Tenn. Code Ann. § 12-3-512.
 - For details regarding some of the cooperative purchasing requirements of a municipality, county, utility district, or other local government of the state please see Tenn. Code Ann. § 12-3-1205.
- Mike Perry
- Effective Date: July 8, 2021

<https://www.naspovaluepoint.org/>

- New Portfolio Categories
 - Awarded: Equipment Rental
<https://www.naspovaluepoint.org/portfolio/equipment-rental-services/>
 - Soliciting:
 - Citizen Engagement Platforms
 - Information Security Services
 - Truck Bodies & Seasonal Maintenance Equipment
 - Many more active solicitations
- Explore all 61 portfolios @
<https://www.naspovaluepoint.org/portfolios/>
- Explore over 600 suppliers @
<https://www.naspovaluepoint.org/contractors/>
- Email questions to info@naspovaluepoint.org

Thank you!

