

The Cooperative Connection



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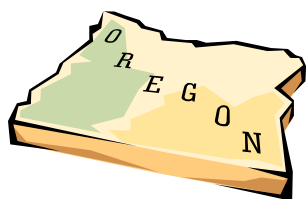
Special points of interest:

- Computer Hardware & Software Contracts (Pg. 4)
- Office Supplies (Pg. 5)
- Lawn/Garden Equipment Contracts (Pg. 5)
- QRF Updates Products & Services Listing (Pg. 6)
- Training Calendar (Pg. 7)

Inside this issue:

2010-11 Vehicles	2
ORCPP Benefits	3
Tire Contracts Offer Business Opportunities	4
PCs/Laptops & More	4
New Office Supply Contracts	5
Rental Car Contracts	8

Oregon for Oregon Procurement Strategy Offers Opportunities to Small Businesses



The Oregon Department of Administrative Services State Procurement Office is beginning to use a new solicitation award methodology in certain commodity product areas. Contracts and/or price agreements are being awarded to manufacturers rather than individual business owners. Oregon businesses have the opportunity to sign up with a company to be a “reseller”. Although some of the contracts may go to out-of-state companies, this arrangement allows an Oregon dealer to offer the state pricing discount to their authorized public agency customers.

Win/Win Opportunity:

Many local government organizations buy from state contracts to take advantage of the volume price discounts the state is able to leverage. (State agencies are required to use the contracts but they are optional for local government ORCPP organizations.) This was often a difficult decision – especially in rural areas – because of the desire to “buy local” and support businesses in their own communities. Oregon businesses (both large and small) now have the opportunity for a piece of the public dollar pie.

This new award strategy will give local businesses who sell products that match the commodity category and contract guidelines the opportunity to offer the state contract pricing in their

own home town. Public agencies will be able to “buy local”, obtain the discounted state pricing and make the best use of taxpayer dollars.

What Commodity Areas are Included?

Tires are the first commodity to use this method. It is anticipated that this same process will be used for upcoming contracts such as:

- **Auto Parts**
- **Lawn and Garden Equipment**
- **Vehicles**

We are excited about this new award process as a method of helping Oregon businesses create new business opportunities in the current economy. We call it our “Oregon for Oregon” strategy and we hope you will share this new process with compatible businesses in your communities.

State Changes Fleet Vehicle Contracting Process

That Oregon *maverick* spirit is alive and well at the State Procurement Office! SPO Staff have worked diligently (and relentlessly) with the Department of Justice over the past few months to craft an innovative new solicitation process for fleet vehicles. Input was also received from the Oregon Fleet Managers Committee on this innovative method of doing business. The goal is to move from the extremely labor intensive “single car/single bid concept” to the implementation of self managing long-term fleet vehicle contracts.

How is it different? In the past, vehicles were solicited and awarded by a specific vehicle type to different dealerships. The process took from 3-6 months for new bids, not to mention countless staff hours for renewals and re-bid. Most contracts were awarded to larger dealerships in the Portland metropolitan area – leaving out smaller/rural areas in Oregon. Agencies from rural areas had to travel to Portland to

pick up their vehicles and/or incur delivery or additional travel/staff costs.

The new solicitation method is directly to the *manufacturers* (Ford, GM, Chrysler, etc.), Resulting contracts will include all current models for that year, Alternate Fuel vehicles, and all Electric cars currently under production or that will be placed into production by a manufacturer. This also eliminates the contract roll-over process—significantly reducing SPO staff time. Oregon dealerships will be awarded contracts by geographic area. Changes to specifications are built into the contracts to ensure that the latest technical and safety features are included, and allows for future development and opportunities in fuel options.

When is it effective?

The first bid currently being advertised on ORPIN is for Ford Motor products. It is slated to close on February 26, 2010. Agencies will be able to begin ordering as soon as the contract is in place. Solicitations for the

other major manufacturers – VW, Chrysler, GM, Toyota, etc. – will follow shortly.

Who will benefit?

State agency and ORCPP members will have the ability to select a vehicle based on their specific needs/wants. They will be able to purchase their vehicle from a dealership closer to their geographic area.

The local economy will benefit by allowing more rural dealerships the ability to offer state contract pricing to qualified public agency customers. Pricing discount strategies include the ability for an agency to negotiate cost based on actual quantity discount at time of order, cost competition strategy, etc.

This new process is part of the State Procurement Office's **Oregon for Oregon** strategy to increase contracting opportunities for local businesses.

Questions? Contact Dave Reynolds, State Procurement Analyst at (503) 378-4643 or email your questions to: david.reynolds@state.or.us



Customer agencies will have much more flexibility in the terms, conditions and specifications that are available to them.



ORCPP Membership: Cost vs. Benefits

WHAT DO I GET FOR THE MONEY?

In these tough economic times, agencies and organizations are evaluating and reviewing expenditures much more closely. Some purchases can be postponed or eliminated – but there are items that every organization needs to purchase to perform their responsibilities and/or accomplish their mission. State price agreements can help make that process easier.



COOPERATIVE PROCUREMENT PROGRAM BENEFITS

There are currently 380+ contracts in place that allow use by authorized cooperative purchasing program participants. These Oregon specific contracts are for a wide variety of goods, products and services and offer:

- Contracts that are legally advertised/reviewed by Department of Justice
- Volume price discounts, optimal terms and conditions (delivery, etc.)
- Link to Western States Contracting Alliance (WSCA) contracts
- Link to State of Washington cooperative contracts

POSTING AN OPPORTUNITY NOTICE ON ORPIN

ORCPP members with Delegated Buyer privileges can post solicitation and other information using the “Notice” option in “Create Documents” in ORPIN. This electronic advertisement method meets the notice requirement of ORS 279, saves money, and exposes your project to the 40,000+ suppliers registered in the ORPIN data base.

COMMUNICATION TOOLS

ORCPP members receive regular electronic communications about new contracts, pricing and other procurement-related information via the “ORCPPlink” list serve. The Cooperative Connection newsletter is another tool used to share program and contract information.

TRAINING OPPORTUNITIES

The State Procurement Office offers a variety of cost effective public purchasing-related classes and ORPIN system training opportunities. Many local government staff have attended training and completed their Oregon Purchasing Basic Certification (OPBC), and/or used the training sessions for professional development.

As the Oregon Cooperative Purchasing Program Coordinator, I thought you would like to know that I frequently employ and appreciate your excellent pricing. I recently received a phone call from Siuslaw School District, inquiring whether I think being a member is beneficial. My answer, of course, was a resounding “YES!”

*Linda Schultz,
Accounts Payable
Lane County
Education Service
District*

Participation in ORCPP is a business decision.

Most agencies will recover their investment with 1-3 purchases.

State Tire Contracts Mean Big Business to Small Businesses

As part of the Oregon for Oregon solicitation strategy, SPO recently completed awards for 3 tire manufacturers price agreements.

These new contracts are in addition to the existing contract with Les Schwab (#5456).

Goodyear # 8649

Michelin # 8621

Bridgestone/

Firestone # 8619

This new method of award will allow local businesses who sell the specified tire brand to sign up with the appropriate manufacturer to be an authorized reseller for the contract. Businesses now have the opportunity to offer the state contract pricing in their own home town. Public agencies will be able to "buy local",

obtain the discounted state pricing and make good use of taxpayer dollars.

SPO is creating a plan to get out the information to tire businesses in Oregon.

Information is also available from our website at:
<https://procurement.oregon.gov>



Oregon tire businesses now have the opportunity to offer state contract pricing in their own home town.



New Computer Contracts Offer More Cost Saving Options

Hardware: SPO is pleased to announce that we have successfully negotiated agreements with the following computer hardware manufacturers:

#9757-PA with CTL

(PC, printers, server, storage)

#9758-PA with Dell

(PC, printers, server, storage, peripherals)

#9759-PA with Lenovo

(PC, printers, server, storage) *

#9760-PA with HP

(PC, printers, server, storage, peripherals) *

#9768-PA with EMC (server storage)

* CDW-G will be a provider for these products when agreements between the manufacturer and CDW-G are complete. Agreements are expected to be in place by mid-February.

SPO is currently negotiating agreements with Sun (PC, printers, server, storage), Apple (Mac, printers), IBM (Server Storage), Panasonic (Ruggedized laptops), and NetApp (Server Storage) and will send out e-mail notices upon signing with these companies.

Netbooks may be purchased off of these

agreements:

For cell phone replacement use (requires phone plan):

#7557 Sprint Nextel

#7581 AT&T Wireless

#7552 Verizon Wireless

For use as an easily portable laptop

(outright purchase):

#9757 Computer Technology Link (CTL)

#9758 Dell Computer

#9760 Hewlett Packard

Peripherals: (monitors, scanners, projectors, cameras, memory, PDAs, etc.)

#4140 CDW-G

#4141 Disys

#9760 HP

#9758 Dell

Software:

#9709 Dell

(for named software/specific prices)

#9711 Dell for Shrink Wrap packages

(any other software)

Contact Lena Ferris (lena.ferris@state.or.us) if you have any questions about these contracts. questions about the above agreements.

New Office Supply Contracts Offer Vendor Choices

The State of Oregon has completed the solicitation process for office supplies. Price Agreements are effective February 1, 2010 and have been awarded to three (3) different Suppliers:



- PA # 9789 Metro Office Solutions**
- PA # 9803 OfficeMax**
- PA # 9802 Staples**

Price Agreement items include: Office Supplies, Paper (Also See ORPIN Attachments), Ink & Toner Cartridges, Technology Supplies (limited*), In-Stock Furniture (limited*), Recycled items, Environmentally Preferable (EPP) items (clearly identified), MWESB manufactured items (clearly identified), guides, information, and more! “How to Use Instructions” can be found in each contract’s price agreement summary page in ORPIN. Pricing details, as well as the Terms and Conditions, and the WSCA Participating Addendum are available in the attachment folder for each contract.

*Other state price agreements are available for these products.

DISCOUNT STRUCTURE:

The price agreements have received a very aggressive discount structure. DAS/SPO created a market basket of highest used items to help the suppliers determine what the discounts would be and allow them to give the State the deepest discounts by category. Each Contractor offers Two (2) discount options (*Vendor Specific Discounts* and *Wholesaler Discounts*) to ensure that the Authorized Purchaser will get the best pricing. These discounts have been calculated by category and provide the deepest discounts possible. All discounts are from Mfg List (updated quarterly) and are “Real Time”. All discounts are applied at the time of purchase.

ROLL OUT EVENTS:

Contract briefings are planned for:
 2/17—Portland
 2/19—Eugene
 2/24—Salem

See back page of newsletter for full details.

DAS/SPO also plans to conduct a Webinar (TBA) covering these briefings for those who cannot travel to one of the locations.

Best Option	Discount Type	Comments
#1	Vendor Specific Discount Catalog	The Authorized Purchaser should consider the items in this catalog first, before moving to the wholesaler catalog.
#2	Wholesaler Discount Catalog	Wholesaler discounts are available if an item is not in the Vendor Specific catalog.



On Line Ordering Only



On Line Ordering & Retail Stores Throughout Oregon



On Line Ordering & Limited Retail

QRF Program Revamps Web Site



The State Procurement Office is pleased to announce an upgrade of the QRF Procurement List. This List is a searchable database of all QRF organizations and the products and services provided through the QRF program. The new web site's three search options (Service, Product, or Organization Name) make it easier to find the products and/or services you need. Please update your favorites list to the new address:

<http://dasapp.oregon.gov/qrf/index.aspx>



QRF Updated List of Products and Services

Monogramming Name Tapes
 Rubber and Date Stamps #5733
 Eyeglass Manufacturing #102-1170-07
 Liquid Soaps #6704
 Name Plate/Sign Engraving #5716
 Hygiene Kits
 Drug Testing Kits #8584
 Gym Shorts #8580
 Wood Survey Products (Stakes)

First Aid Kits & Components #8648
 Textile Manufacturing: #5708
 (Wool Blankets, Flat Sheets, Pillow cases)
 Secondary Wood Products
 Safety Vest & School Flags #5732
 Firewood (Florence area only)
 Heating and Air Conditioning Filters #8656
 Trash Can Liners #5720
 Remanufactured Toner Cartridges #9250

Upcoming Contracts/Solicitation Project Calendar



Lawn and Garden Equipment
(14 contracts)

Auto Parts
(3-4 contracts)



Playground Equipment (10 contracts—manufacturers)



Digital Audio Recording Equipment (March Award)
Lamps/Ballasts (February)



Drug Testing Services


Speed Detection Equipment

Heavy Equipment Rental
(Spring TBD)

Schedule of Events & Training

- February 1-28 Special Legislative Session (Salem)
- February 18 (Full Day) Contract Administration Class (\$125)
- February 22 (Full Day) RFP Basics \$125
- March 11 Manager's Forum SB 311 Panel (Salem) 2-4 PM
- March 16 Reverse Vendor Trade Show (Salem Conference Center)
- March 24 Government Report Writing (Salem)
- April 14/15 Managing Contracts as a Project (Salem) \$195

FEBRUARY 2010

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 Legislative Special Session Begins	2	3	4	5	6
7	8	9	10	11	12	13
14 Don't Forget—It's Valentine's Day 	15 President's Day	16	17	18 Contract Administration (Salem)	19	20
21	22 RFP Basics (Salem)	23	24	25	26	27
28						

Registration Info:
Contact DAS SPO
Training Staff at:
(503) 378-3976
More information is available from our website at: <http://www.oregon.gov/DAS/SSD/SPO/classes-offering.shtml>



Rental Car Contracts

The DAS State Procurement Office led a recent RFP for Nationwide Vehicle Rental Services that resulted in awarding two multistate price agreements. This was a groundbreaking solicitation that brought two prominent groups—the Western States Contracting Alliance (WSCA) and State Travel Managers Alliance (STMA)—together and helped both organizations continue to meet their missions. The selected contractors are: Enterprise Rent-a-Car/National Car Rental (PA# 9950) and Hertz car Rental (PA#9949). These new Price Agreements replace the previous short term and long term rental Price Agreements with Enterprise Rent-a-Car. These price agreements were awarded from a Request for Proposal led by Tim Hay from the State of Oregon. 14 states have already signed intentions to participate

under these agreements, with another 6 states considering joining. It is possible that up to 30 states could end up participating under these agreements. The agreements are also available to cities, counties, universities and other political subdivisions that participate under their respective states co-operative purchasing programs. Both of the agreements feature very competitive rates, ranging from \$27.00 to \$34.00 per day for sedans, depending on the size of the vehicle and the rental company. Both agreements feature \$1 million liability protection, full loss/damage waiver protection included in the daily rate, roadside assistance, direct billing options, one-way rentals up to 500 miles at no additional cost, short term and long term options and full selection of vehicles—including hybrids.

For more information visit the DAS SPO
Travel and Contract Information page at:
<http://www.oregon.gov/DAS/SSD/SPO/travel-menu.shtml>

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Office Supply Contracts Roll Out Sessions

Agenda for the Sessions

Introductions (Pam Johnson)

Price Agreement Overview (Pam Johnson)

Power Point Presentation (Provided by Each Supplier)

Questions and Answers

February 17, 2010

Portland State Office Building, 800 NE Oregon Street, Conference Room 1-B,
Portland, Oregon

8:00 am – 10:00 am	OfficeMax
10:00 am – 12:00 Noon	Metro Office Solutions
1:30 pm – 3:30 pm	Staples

February 19, 2010

Eugene Water & Electric Board, 500 East Fourth Ave, Board Room,
Eugene, Oregon

8:00 am – 10:00 am	OfficeMax
10:00 am – 12:00 Noon	Metro Office Solutions
1:30 pm – 3:30 pm	Staples

February 24, 2010

Cascade Hall, Oregon State Fairgrounds, Salem, Oregon

8:00 am – 10:00 am	OfficeMax
10:00 am – 12:00 Noon	Metro Office Solutions
1:30 pm – 3:30 pm	Staples

<http://orpin.oregon.gov>

Parking and directions for each location are available. For more information contact Pam Johnson at (503) 378-4731, or via e-mail pam.johnson@state.or.us