

## How Can My Business Get a Piece of the Pie?



State Procurement Office



The DAS State Procurement Office has recently begun a new solicitation/award methodology for certain product commodities. This process offers the opportunity for Oregon businesses throughout the state to participate as resellers on specific contracts – and potentially get a piece of the public dollar pie.

Currently, if you are a reseller for **Michelin, Goodyear, or Bridgestone/Firestone** tires, you have the opportunity to provide these products in your community. See details inside.

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State Tire  
Contracts  
Mean Big  
Business  
to  
Small  
Businesses



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# State Procurement Office Working to Help Small Businesses: Oregon for Oregon

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 authorized public agency customers.

## Win/Win Opportunity:

Many local government organizations buy off 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, and 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.

## Tire Contract Opportunities:

Current contract holders are:

**Les Schwab # 5456**

**Goodyear # 8649**

**Michelin # 8621**

**Bridgestone/Firestone # 8619**



If you currently sell one or more of the tire brands/products listed above, you can request to be added as an “Approved Distributor” under that state contract.

**How Do I Get Started?** If you are not already registered as a supplier in the state’s e-procurement system ORPIN, go to: <http://orpin.oregon.gov> and select “Supplier Registration” from the left menu bar. Once you are logged into ORPIN, go to “Contract Browse” and search for the appropriate contract (see list above) by the number. The contract summary provides the company representative’s name and contact information. Contact them directly if you are interested in participating as an approved distributor. A list of approved distributors is available in the “attachments” folder for ORPIN agency (state and local government) customers to use. Contact the company representative or the DAS State Procurement Analyst listed on the contract summary page if you have additional questions.