

Department of Administrative Services

The Benefits of Using DAS Price
Agreements Through the OrCPP Program



Agenda

- 01** OrCPP Overview
- 02** Price Agreements Explained
- 03** Case Studies & Success Stories
- 04** Breakout Activity: Real-World Scenarios
- 05** Future Direction of OrCPP



01

Overview of Oregon Cooperative Procurement Program



Who We Are:



Jennifer Godfrey
IGA/Training

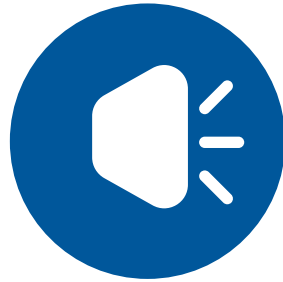


Jesse Juarez
Outreach/Recruitment



Jenine Gomez
Retention

Purpose and Goals



Enhancing Purchasing Power

The program aims to leverage collective buying to secure better pricing and terms for its members, ultimately reducing the costs of goods and services.



Promoting Collaborative Procurement

Fostering partnerships among public entities, the program encourages shared procurements, resources, and training that enhance efficiency and improve service delivery.



Members and Participation

Eligibility Criteria

Eligible OrCPP members

Includes **local governments** (cities, counties, and special districts like water, fire, and transit districts), **public educational institutions** (K-12 school districts, public charter schools, education service districts, community colleges, and public universities), federally recognized **tribal governments** in Oregon, **nonprofit organizations** that primarily provide government-related services, and other **public entities** such as public corporations, housing authorities, and public hospitals.

Ineligible entities

Includes private businesses, for-profit organizations, and nonprofits that do not provide government-related services.

Membership Benefits



Members enjoy access to **volume discounts**, streamlined procurement processes, **reduced administrative burden**, and a diverse range of pre-negotiated contracts tailored to meet their needs, all while ensuring **compliance with state procurement regulations**.

Authority ORS 190.110

...a **unit of local government** or a state agency of this state may cooperate for any lawful purpose, by agreement or otherwise, with a unit of local government or **a state agency** of this or another state, or with the United States, or with a United States governmental agency, or with an American Indian tribe or an agency of an American Indian tribe



Oregon Cooperative Purchasing Program (OrCPP)



Oregon's Cooperative Purchasing Program is available for local government use across the state.

- Over 450 Contracts publicly solicited by DAS Procurement Services
- Contracts cover a wide range of goods and services.
- All contracts vetted to State of Oregon Statutes and Rules
- Contracts created with Oregon's needs in mind
- Over 900 current members.
- <https://www.oregon.gov/das/procurement/pages/orcpp.aspx>



02

Price Agreements Explained





Definition and Importance

Understanding Price Agreements

Formal contracts allowed under **ORS 279A.205** that specify terms for pricing between vendors and buyers to ensure clarity, consistency, and predictability in procurement processes.

Benefits for OrCPP Members

OrCPP members gain access to reduced pricing, standardized terms, easier procurement processes, and potential bulk purchase advantages, leading to overall cost savings.

Benefits for State Agencies

State agencies using price agreements streamline their procurement processes, ensure taxpayer money is spent efficiently, and foster better supplier relationships for future collaborations.



Purchasing Portfolios



- Body Armor
- Cloud Services
- Commercial Card Services
- Copiers & Managed Print Services
- Data Breach & Credit Monitoring Services
- Data Communication Products
- Digital Print & Quick Copy Services
- Electronic Monitoring
- Facilities MRO
- Fire Trucks
- Office Furniture
- Office Supplies
- Parks & Recreation Equipment
- Police Radar / Lidar
- Professional Grade Tools
- Public Safety Communications (Radios)
- Public Safety Vehicles Accessories & LED Light Bars
- Public Safety Video (body/dash cams/storage)
- Small Package Delivery Services
- Snowplow Cutting Edges
- Software VAR
- Tires/Tubes & Services
- Travel – Nationwide Vehicle Rental Services
- Travel – Travel Management Services
- Vehicle Lifts
- WIC Infant Formula
- Walk-in Building
- Laboratory Equipment and Supplies
- Mail Room Equipment
- Food Service Products
- Wireless
- & much, much, more!!!



Interactive Poll: Perceptions & Challenges





03

Case Studies & Success Stories





Two Examples



A county was able to buy pharmaceuticals off MMCAP contracts

To illustrate how a county successfully utilizes MMCAP Infuse/State of Oregon Price Agreements, County X – a small county with a very limited budget, needed to purchase Narcan/Naloxone to supply their health department and other county facilities.

They received a quote from the **manufacturer** for **\$47.50 for a 2 pack of 4 oz Nasal Spray Narcan (brand name)** based on **Oregon public interest pricing**.

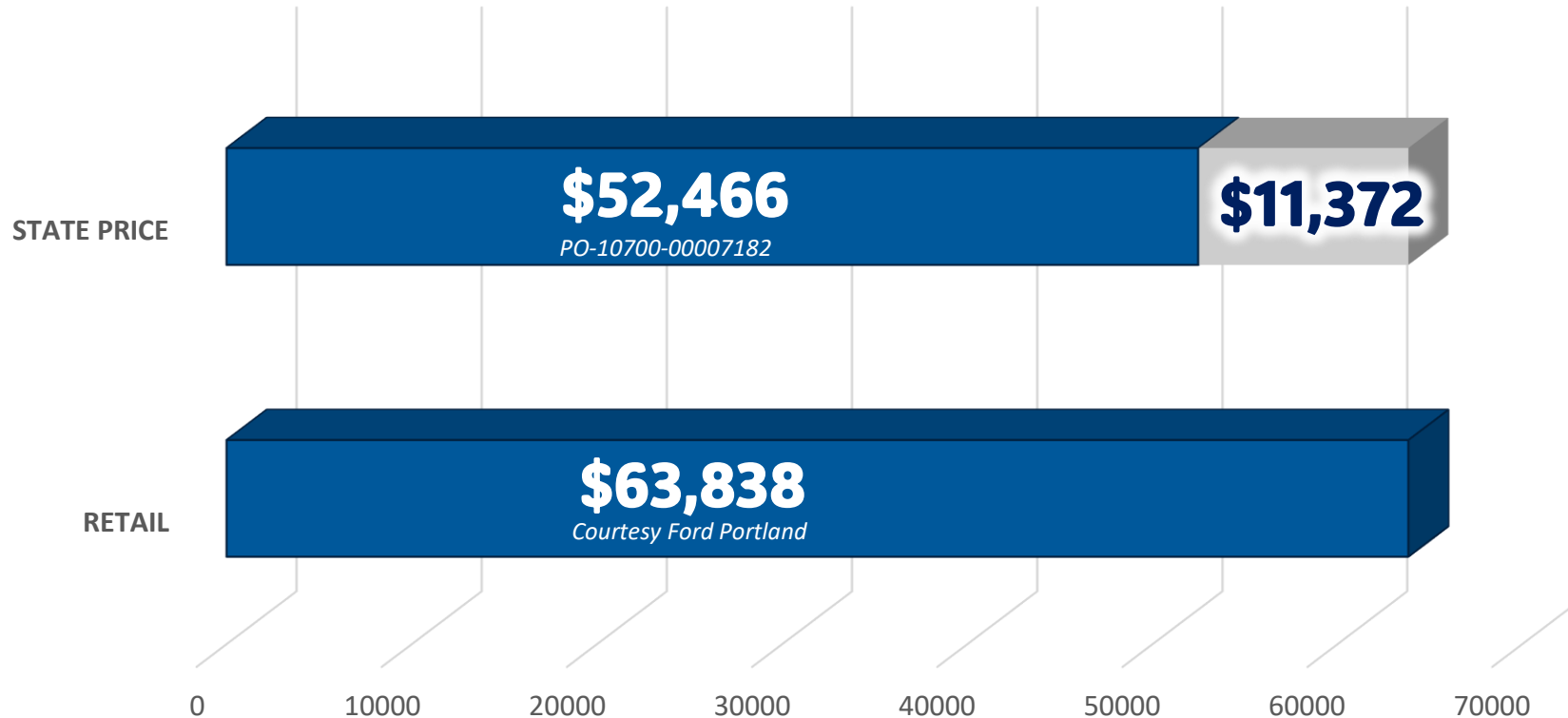
They found that on **Amazon** they could purchase **Naloxone (generic) of the same for \$29.00**.

MMCAP Infuse was able to quote a price enough **lower than that (and name brand)** to make it worth submitting a **free membership** application and creating a purchasing account through the Oregon Participating Addenda (aka Price Agreement).

There is also a “wholesaler share-back credit” (think **rebate**, based on volume purchased) given back to the purchaser to extend their budget even further...as well as **prompt payment credits** which are available.



2025 TRANSIT 350 XL PASS LOW ROOF RWD 148"WB (X2Y)



Small School
District
OrCPP Fee: \$0

***Effective July 1, 2013** - DAS State Procurement Services (SPS) waived membership fees for Oregon K-12 School Districts, Educational Service Districts and Charter Schools.



Price Agreements



Contracts that have already been competitively bid

- Saves time, money, and energy
- Exempts your buy from performing a competitive process
- No need to negotiate terms & conditions
- Reduces legal review fees
- Ceiling prices



Buyer's Guides



BUYERS GUIDE



FOR

IT Hardware Value Added Reseller (IT HVAR) – Price Agreement 5603

Version 1.6 dated 03/11/2025

WHAT IS COVERED UNDER THIS PRICE AGREEMENT?



Products and services fitting into the following categories:

categories			definition
PRIMARY CATEGORIES	1	COMPUTING	Device or system whose primary purpose is computing.
	2	NETWORKING	Device or system whose primary purpose is networking.
	3	STORAGE	Device or system whose primary purpose is storage.
	4	CONVERGED INFRASTRUCTURE	Device or system whose primary purpose is a combination of two or more of the primary categories.
SECONDARY CATEGORIES	5	PERIPHERALS	Any product that can be attached to, added within, or networked with one of the four primary categories of products.
	6	CONSUMABLES	Products that are used up in the normal course of using one of the primary or secondary categories of products.
	7	SERVICES	Business or technical expertise provided to assist with the installation, configuration, operation and maintenance of Goods; including "as a service offerings" provided such offerings are attached to the purchase of hardware.
	8	SOFTWARE	Software necessary for a primary category device or system to operate.

04

Breakout Activity: Real-World Scenarios





Procurement Scenario Breakout Session



Scenario:

Read and Discuss

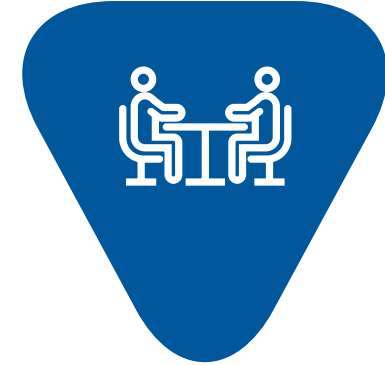
After reading your assigned procurement scenarios, critically evaluate if a price agreement could be beneficial, considering factors such as time, market conditions, supplier reliability, and budgeting constraints.



Insight:

Share what you learned

What unique perspectives are you hearing and are there common themes regarding the impact of price agreements in your scenarios?



Group Recap & Discussion:

Summarize key insights

What lessons have we learned?
What innovative solutions were proposed?
Was there consensus on the efficacy of price agreements in varied procurement contexts?



05

Future Directions



Trends in Cooperative Procurement



Technology Integration

The state is exploring opportunities **around leveraging current technologies** and engaging our suppliers to increase the efficiency of our procurement processes as a way to enhance transparency and data management, leading to improved procurement and contract administration activity.



Sustainability Considerations

As environmental concerns rise, integrating **sustainability practices into procurement strategies** will help organizations reduce their carbon footprint and meet regulatory standards, fostering corporate social responsibility.



Evolverment of the Program




New Member Savings

DAS is exploring the reduction of OrCPP membership fees and is happy to announce that **annual fees will be cut by 50% starting July 1st** in this new biennium. Now is the time to research the ease of use and savings that statewide price agreements can bring your city, county, or special district.



Expansion of Services Offered

DAS is committed to expanding our range of services. By pairing with our partners at OregonBuys we seek to address diverse member needs, enhance value, and share knowledge through tailored solutions such as **lunch and learn trainings, individual consulting, and improved resource sharing**. We want these price agreements to work for you!

 Final poll:
What is one action you will take after this session?



4,5



Questions?



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Thank You & Contact Information



Please Contact Us:

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