

# Cooperative Purchasing

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# DAS Procurement Services

Procures goods and some services for 41 state agencies/ 16,000 employees.

Procurement Services maintains over 500 contracts, which are used by state agencies.

Contracts cover a wide variety of products—everything that government needs.

Most contracts are available for use by political subdivisions and some are available for non-profits.

# DAS Cooperative Procurement

NASPO/WSCA—multiple states

DAS/DOT cooperative contracts

DAS/DOT/Regents cooperative contracts

Minnesota Multistate Contracting Alliance for  
Pharmacy

# NASPO/WSCA Cooperative Procurement

Examples—not an exhaustive list

Mailing equipment

Maintenance, repair and operations (MRO)

Automated defibrillators

Small Package Delivery

Bio-based toner cartridges

Electronic Monitoring Devices

Dental supplies

Wireless Communications and devices

Legal subscription

Vehicle Lift Equipment

Tires

Body Armor

Copiers

# DAS/DOT Cooperative Procurement

Examples—not an exhaustive list

Vehicles

Fuels

Vehicle Fuel P-card

Propane Fuel

# DAS/DOT Regents Cooperative Procurement

Examples—not an exhaustive list

Office Supplies

P-card

Electronic bidding tool

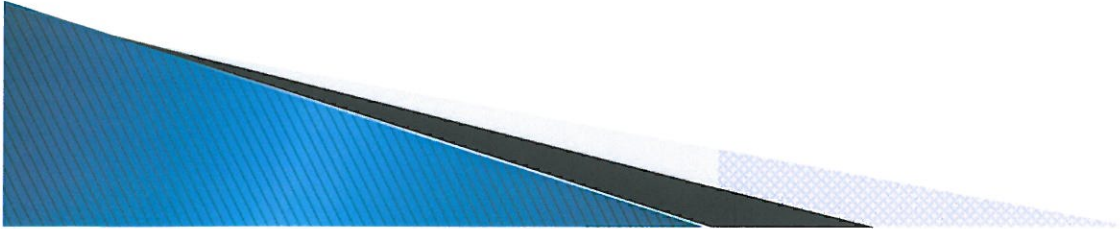
Laboratory Equipment and Furniture

Recycling (Lamps, Electronics, Paper)

Hazardous Waste

# Computer Hardware

Contract Details	
<p>Brief history: This contract is a result of a competitive selection process by the Western States Contracting Alliance (WSCA) with further negotiations by the State of Iowa on standardized configurations of PCs, Laptops, Desktop Color printer and Servers.</p>	<p>Computers: 41-61.5% off list price Laptops: 35-51% off list price</p>
Eligibility and ordering procedures	Savings Opportunities
<p><b>Who is Eligible to use this contract?</b>          All State of Iowa Agencies          All Regents institutions          All political sub-divisions. (i.e. schools, cities, counties) and non-profits</p>	<p>Lowering costs by using economy of scale, standardization and the State's purchasing volume.</p>



# Computer Software

Contract Details	Contract Information						
<p>Brief history: This contract is a result of a competitive selection process for services and discounts offered on commercial off the shelf software.</p>	<p>The software contract is contract will be competitively bid and replaced by a new contract.            DAS has formed a committee to draft the RFP, recommend strategy and assist with the evaluation process. Agencies represented on the team are Department of Transportation, Work Force Development, DAS-ITE, Department of Public Safety.</p>						
Eligibility and ordering procedures	Maximizing Savings Opportunities						
<p><b>Who is Eligible to use this contract?</b></p> <ul style="list-style-type: none"> <li>All State of Iowa Agencies</li> <li>All Regents institutions</li> <li>All political sub-divisions. (i.e. schools, cities, counties) and non-profits</li> </ul>	<p><b>Average of 15% Off of mfg. list prices</b></p> <p>Examples of price discounts:</p> <table border="0"> <tr> <td>Microsoft</td> <td>17% discount</td> </tr> <tr> <td>McAfee</td> <td>27% discount</td> </tr> <tr> <td>Novell</td> <td>40% discount</td> </tr> </table>	Microsoft	17% discount	McAfee	27% discount	Novell	40% discount
Microsoft	17% discount						
McAfee	27% discount						
Novell	40% discount						



# Vehicles

Contract Details	
<p><b>Brief History</b></p> <p>DAS and DOT bid vehicles on behalf of all state agencies and the Regents institutions.</p> <p>DAS—law enforcement and passenger vehicles DOT—trucks</p>	<p>In process of reviewing vendor responses and applying life-cycle cost information.</p>
Eligibility and ordering procedures	Savings Opportunities
<p><b>Who is Eligible to use this contract?:</b></p> <p>All State of Iowa Agencies All Regents institutions All political sub-divisions. (i.e. schools, cities, counties) and non-profits</p>	<p>Economy of scale. DAS and DOT take advantage of the manufacturer’s fleet production schedule.</p>

# Office Supplies

## Contract Details

**Brief history:** Contract was recently rebid and awarded to Office Max

This was a cooperative effort with the Regents institutions, Department of Transportation, and the Iowa BioTech Association.

This contracts used the spend of all institutions and state agencies to generate competitive pricing. The State of Iowa spends approximately \$4.3 million annually on office supplies, paper, toner, etc.

## Eligibility and ordering procedures

### Who is Eligible to use this contract?

All State of Iowa Agencies  
 Iowa Biotechnical Association Members  
 All Regents institutions  
 All political sub-divisions. (i.e. schools, cities, counties) and non-profits.

## Savings Opportunities

**Toner Cartridge HP LSR42XHIYLD**  
 List: \$347.68      Our Cost: \$186.80

**30% Recycled Paper**  
 List: \$47.99      Our Cost: \$34.34

**OfficeMax Removable Notes**  
 List: \$14.99      Our Cost: \$3.39

# Pharmaceuticals

Contract Details	
<p><b>Brief history:</b> 48 states utilize the Minnesota Multistate Contracting Alliance for Pharmacy (MMCAP)</p>	<p>This contract takes advantage of the spend by all institutions and state agencies to generate competitive pricing.</p>
Eligibility and ordering procedures	Savings Opportunities
<p><b>Who is Eligible to use this contract?</b></p> <p>All State of Iowa Agencies            Iowa Biotechnical Association Members            All Regents institutions            All political sub-divisions. (i.e. schools, cities, counties) and non-profits.</p>	<p>Economy of scale</p> <p>All institutions receive the same pricing</p>

# DAS Procurement Savings

January 1 – November 1, 2011

**Approximately \$3,800,000 cost savings/avoidance**

Costs under/over projected budget

Spending less as a result of further negotiations with vendor, early payment discount, or the bid process

Cost is less than previously paid

Rebates received from vendors based on the state volume of purchases

# DAS challenges/ Lessons Learned

Big Picture

Mandatory contracts

Compliance