



Exceeding your expectations in cooperative public procurement!

Bill DeMars

Vice President of Business Development

OVERVIEW

- ☐ Introductions
- ☐ Why Cooperative Purchasing
- ☐ Who is NPPGov
- ☐ Procurement 101
- ☐ Use of our agreement
- ☐ Resources and Wrap up

MAGIC WAND



COOPERATIVE PURCHASING?

- Cooperative purchasing:
 - Shortens your sales time/cycle
 - More time for additional sales
 - Gets the customer what they want
 - Happy Customer
 - Better chance for referrals
 - Potentially keeps your competitors out of the deal
 - Easier process
 - Less price pressure

WHAT IS IN IT FOR YOU?

- Complete more sales
- May not have to discount as much
- Minimize competitive influence
- Ultimately...



WHO IS NPPGOV



PROGRAMS



PUBLIC SAFETY CONNECTION

- Co-founded by the Fire Service
- Strong connection with Fire Chiefs Associations
 - Daily Dispatch
 - Revenue Share
 - FireRescue GPO Advisory Council
- Developing Police Chiefs association relationships



NPPGov MEMBERSHIP

- Free to join – takes less than 5 minutes
 - www.nppgov.com
- No purchase volume commitments
- Benefits:
 - Reduces your number for RFP
 - Saves time and money in your procurement process

MARKETS

NPPGov serves

- Government
- Public Safety
- Education
- Non-Profit

Programs of NPPGov

- FireRescue GPO
- Law Enforcement GPO



COOPERATIVE PUBLIC PROCUREMENT 101

- Fiduciary Responsibility
- Authorized in State Statutes allow cooperative purchasing in all 50 states
- Specific process
- Public Solicitation process:
 - Coop contract is created in a special way
 - Solicitation process
 - Wording to include members of the coops

WHAT MAKES OUR AGREEMENT DIFFERENT THAN OTHER COOPERATIVES?

- Lead Public Agencies: Separate
- Easier to use than other COOPs
- Team of professionals to help and support you with our agreement
- Different solicitation processes
 - Advertising
 - Lead agency
 - T&C tend to be more flexible
 - More creative and salesish (creative outreach, marketing, introductions)

HOW ARE THEY USING OUR AGREEMENT?

- Vendor Representatives:
 - Educate their customers on our agreement
 - Provide details about our agreement to their customer
 - Involve our team to in your process:
 - Answer question
 - Provide materials
 - Support you to assure the process goes smoothly

VENDOR DISCUSSIONS ARE KEPT CONFIDENTIAL

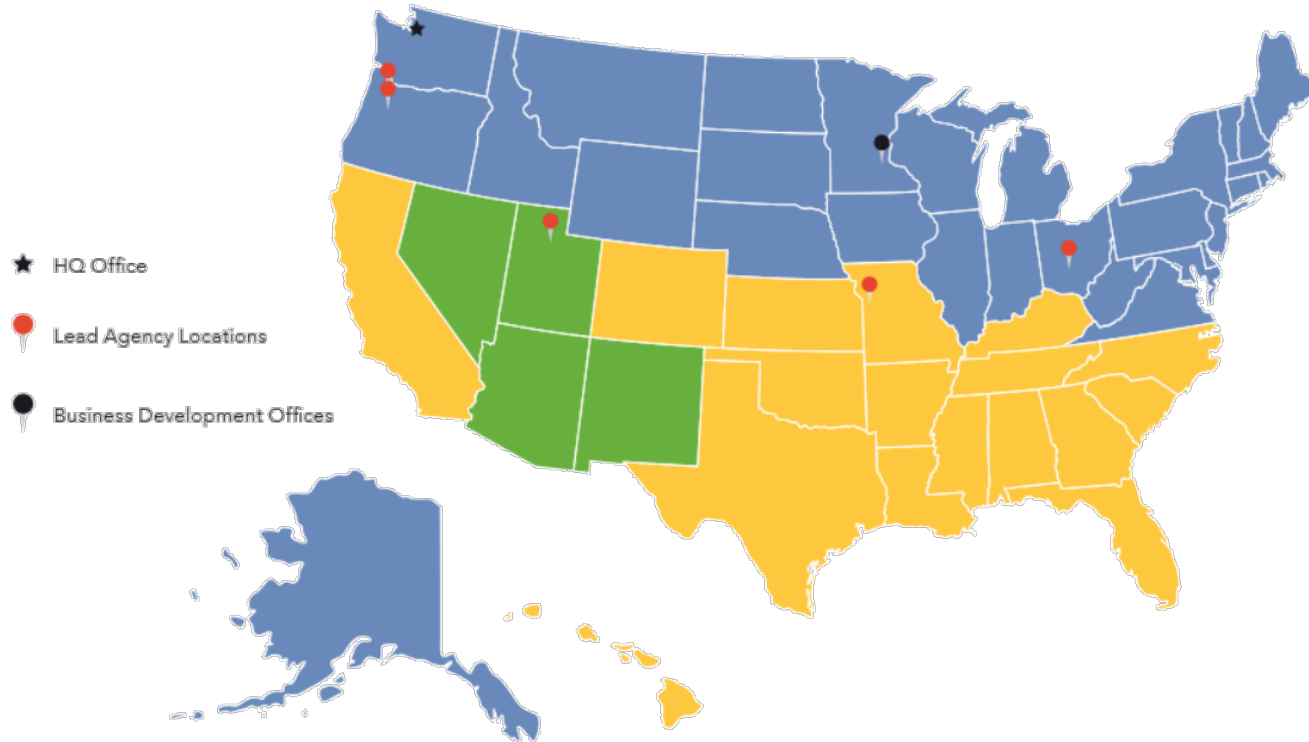
HOW DO YOU USE OUR AGREEMENTS?

- Vendor Contact

HOW DOES A CUSTOMER USE OUR AGREEMENT?

- Need to be a member of NPPGov
 - Simple 5 minute process
 - Free of charge
 - Salesperson can sign up the customer
- Intergovernmental Agreement (IGA) needs to be:
 - Agreement between the Lead Public agency our member
 - Simple process
 - Completed
- Member works directly with Vendor to purchase

RESOURCES AVAILABLE TO YOU



RESOURCES AVAILABLE TO YOU

- staff to assist you 6 AM to 5 PM (PST) M to F:
 - ▶ Assistance before and after the sales with your customer
 - ▶ Dedicated Regional Managers
 - ▶ Contact information
- Legal counsel available to assist you and your customers with questions about contract use

QUESTIONS?

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THANK YOU
for your attention!



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