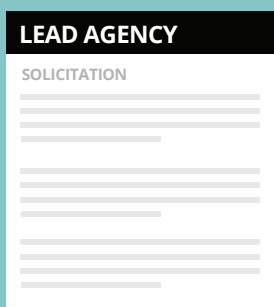


# WHAT IS A COOPERATIVE PURCHASING MODEL?

This model allows a group of buyers with a common interest to leverage their collective buying power to negotiate a favorable price on products and services. Streamlining the buying process allows it to run more efficiently and save purchasers time. So how does the cooperative process work? The steps are as follows:



## 1 PREPARATION

Lead agency prepares the competitive solicitation. The agreement is accessible nationwide by agencies that allow intergovernmental contracting

## 2 ISSUE SOLICITATION

The lead agency issues the solicitation as well as amendments and notifications if necessary



## 3 RESPOND

Interested vendors and suppliers may respond to the solicitation



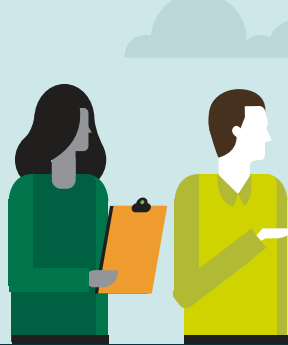
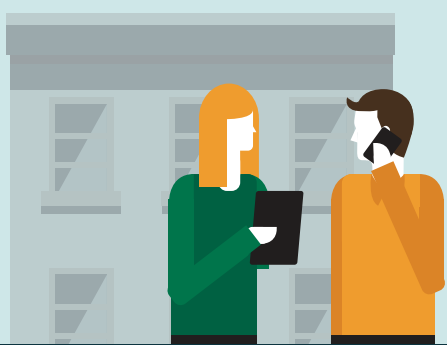
## 4 EVALUATION

The lead agency evaluates all responses and awards the master agreement after final terms and conditions are negotiated



## 5 DOCUMENTATION

Documentation regarding the solicitation and award are posted online for public access



## 6 COLLABORATION

Educational institutions are able to piggyback and build on the contracts

With so many cooperative contracts available to meet your procurement needs, how do you determine which contracts provide the best value for your organization?

## 4 KEY CONSIDERATIONS

WHEN RESEARCHING A COOPERATIVE PURCHASING CONTRACT

### PROCESS

Cooperative contracts are competitively evaluated and administered by a public agency recognized for procurement excellence

### COMPETITIVENESS

A minimum of three responses to a bid are preferred. Ultimately, single awards are desired more than multiple awards because they are viewed as pay-to-play awards given to everyone.

### TRANSPARENCY

Cooperative contracts and all related solicitation and award documentation should be readily available for public review online

### EXPERIENCE

Cooperative purchasing organizations that employ experienced public procurement professionals—including those with certifications—and tenured cooperative purchasing team members are easy to work with to understand the procurement process.



## READY TO WORK

Our experts are here to empower your team anyway we can to make your team Ready to Work from day one. We want you to be confident that the process with cooperative purchasing programs such as the National IPA will be much more efficient than navigating the procurement process on your own. With years of experience, we can help you build your strategy and connect you to the right people in procurement, purchasing and buying.

**WILLSCOT**