



## What is Cooperative Purchasing and How Can Your City Benefit?



**U.S. COMMUNITIES®**  
GOVERNMENT PURCHASING ALLIANCE



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**RESOURCE**

*your*  
**ADVOCATE**

*your*  
**PARTNER**



## Molly Button

Senior Financial Analyst  
Florida League of Cities



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## U.S. COMMUNITIES

- Government Purchasing Cooperative
- Founded by Public Agencies for Public Agencies
- Competitive Solicitation Process

### Founding Co-Sponsors:



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# Florida League of Cities – State Sponsor of U.S. Communities



## 2017 Statistics

- FL City Total Spend: \$42,749,381
- FL Average Total Savings: \$4,274,938
- Year Over Year Growth: 25.83%



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## **David Kidd**

National Program Director – South  
U.S. Communities



## **Scott Whitfield II**

Regional Development Manager  
National Association of Counties



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**WE MAKE IT EASIER**  
**TO STRATEGICALLY PROCURE SOLUTIONS AND SAVE TAXPAYER DOLLARS**

**U.S. Communities connects government agencies to supplier partners to make it easier so you can deliver quality services.**

 [www.uscommunities.org](http://www.uscommunities.org) 

## Presence & Credibility

**National Co-Sponsors**



National Association of Counties (NACo)



Association of School Business Officials International (ASBO)



National Governors Association



National League of Cities (NLC)



United States Conference of Mayors (USCM)

**State Sponsors**

**Over 90 State Sponsors Nationally**

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## Advisory Board

Professional Oversight: Advisory Board of well-respected public procurement professionals to ensure responsible and ethical best practices

Auburn University, AL	Fresno Unified School District, CA
Beaverton School District, OR	Great Valley School District, PA
City and County of Denver, CO	Harford County Public Schools, MD
City of Charlotte, NC	Hennepin County, MN
City of Chicago, IL	Los Angeles County, CA
City of El Paso, TX	Maricopa County, AZ
City of Houston, TX	Miami-Dade County, FL
City of Kansas City, MO	North Carolina State University, NC
City of Los Angeles, CA	Onondaga County, NY
City of Ocean City, NJ	Port of Portland, OR
City of Seattle, WA	Prince William County Schools, VA
Cobb County, GA	San Diego Unified School District, CA
Collier County Public Schools, FL	State of Iowa
Denver Public Schools, CO	State of Louisiana
Emory University, GA	The Ohio State University, OH
Fairfax County, VA	

Advisory Board Program Purchased Over \$209 Million in 2017



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## Who Can Use U.S. Communities?

- Cities
- Counties
- Special Districts
- K-12 (Public or Private)
- Universities and Colleges (Public and Private)
- State Agencies
- Nonprofit Organizations



[www.uscommunities.org](http://www.uscommunities.org)



# 55,000

REGISTERED AGENCIES,  
EDUCATION INSTITUTIONS  
& NONPROFITS

# \$2.7B

IN PRODUCTS & SERVICES  
PROCURED ANNUALLY

# 600

NEW PARTICIPANTS  
PER MONTH



[www.uscommunities.org](http://www.uscommunities.org)



## SAVINGS & EFFICIENCY

Reduce time for contract solicitation

Immediate access to competitively-solicited contracts

Connect agencies to solutions



[www.uscommunities.org](http://www.uscommunities.org)





## SETTING THE STANDARD OF EXCELLENCE

**U.S. Communities is first cooperative program to earn the NIGP Accredited Cooperative (NAC) distinction.**

NIGP’s CEO, Rick Grimm, congratulated U.S. Communities for its “tremendous achievement that further distinguishes the program in the cooperative marketplace and reflects its commitment to supporting the values and principles of professional practice in public procurement. Our members asked us to set the standard for good cooperative procurement practice. We accepted that obligation through the NAC accreditation that was developed by and for senior public procurement officials who formed our NAC Design Team.”

[www.uscommunities.org/nac](http://www.uscommunities.org/nac)



## WHY USE U.S. COMMUNITIES?

### NO COST TO USE CONTRACTS

- Free to use
- No cost to participate
- No minimum or maximum spend

### IMPARTIAL LEAD PUBLIC AGENCY

- Lead public agency competitively solicits, evaluates and awards all contracts.
- Lead public agency owns and manages the contract after solicitation and award.

### BEST OVERALL GOVERNMENT PRICING

Supplier commitment to provide the lowest overall public agency pricing

### COMMITMENT BY U.S. COMMUNITIES & SUPPLIER PARTNERS

Suppliers held to stringent commitments and Program Manager committed to helping agencies

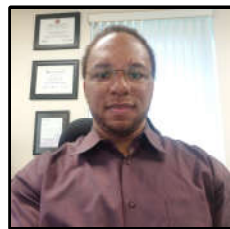


The grid contains logos for numerous suppliers and service providers, organized into several columns. The logos include:

- ACRO** (Company Cleaning Solutions)
- CINTAS** (Facility Cleaning Services & Supplies)
- Fisher Science Education** (Scientific Supplies & Equipment)
- HAWORTH** (Office Furniture)
- Insight** (Technology Products, Services & Solutions)
- Knoll** (Office Furniture)
- KRONOS** (Inventory Management Solutions)
- KOMPAN!** (Park & Playgrounds Solutions)
- Mahindra** (Tractors & Implements)
- KONE** (Elevator, Escalator, Maintenance & Service)
- MARBY PERSSON** (Tractors & Implements)
- amazonbusiness** (Retail Marketplace)
- DLT** (Amazon Web Services)
- GOPHER** (Health Supplies & SFS Equipment)
- Herman Miller** (Office Furniture)
- GraybaRt** (Electrical, Telecommunications & Security Services)
- PRO** (Paint & Paint Supplies)
- APPLIED** (Industrial Supplies)
- DLT** (Health Solutions)
- GraybaRt** (Electrical, Telecommunications & Security Services)
- PRO** (Paint & Paint Supplies)
- carahsoft** (Mobile Solutions)
- FABER** (Specialty Pencils)
- SupplyWorks** (Industrial Supplies)
- VESCO** (Education Furniture)
- micIndustry** (Technology Services, Performance Contracting)
- SupplyWorks** (Maintenance & Workforce Supplies)
- PREMIER US** (Procurement Management Solutions)
- TAPCO** (Tractor Control, Tractor & Solutions)
- PREMIER US** (S-12 Performance, Industrial & Products)
- Tradition Energy** (Energy Management & Consulting)
- PREMIER** (Mexico, Mexico & Pharmaceutical Solutions)
- TRANE** (HVAC Products & Services)
- TRANE** (HVAC Products & Services)
- TRANE** (HVAC Products & Services)
- TRANE** (HVAC Products & Services)
- RICOH** (Multi-Function Series & Managed Print Services)
- ULG** (Inspection & Training Services)
- Software-Mallory** (Work and Learning, Field & Office)
- UNICOM** (Technology Services & Solutions)
- SupplyWorks** (Industrial Supplies)
- VESCO** (Education Furniture)

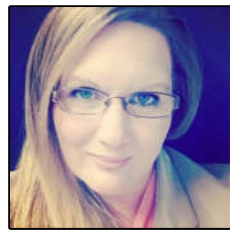


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### Charles Spencer

Procurement Administrator  
City of Plantation



### Brandy Ferris

Director of Finance  
City of Fort Walton Beach



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# City of Plantation

Incorporated in 1953  
88,619 population  
Broward County  
Council-Strong Mayor  
769 FTEs (+195 part-time)



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# City of Fort Walton Beach

Incorporated in 1941  
20,886 population  
Okaloosa County  
Council-Manager  
255 FTEs (+54 part-time)



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# Questions???



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# Upcoming Events



## U.S. COMMUNITIES Lunch and Learn

**WHEN:**

Thursday, May 31, 2018  
10 a.m.–1 p.m.

**WHERE:**

Tax Collector's Training Room  
Clay County Administration Building  
477 Houston Street  
Green Cove Springs, FL 32043

<http://info.uscommunities.org/2018-summit-green-cove-springs-fl>



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# Contact Information

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# THANK YOU!



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