



NASPO ValuePoint is the cooperative purchasing arm of NASPO, offering hundreds of cooperative purchasing contracts covering a wide range of commonly needed goods and services such as office products, computers, auto parts, cloud solutions, and many more. These competitively bid contracts are developed and administered by a multi-state sourcing team comprised of state government procurement professionals, and solicited and awarded by a Lead State™, making NASPO ValuePoint unique among cooperatives.

Armed with the purchasing power of all 50 states, the District of Columbia and US Territories, ValuePoint contracts consistently offer governments better contracts at lower costs. In addition, ValuePoint contracts are benchmarked and audited by third-party professionals, ensuring best-in-class pricing, as well as superior terms and conditions.

There are no upfront costs or membership fees to use NASPO ValuePoint contracts. A small administrative fee is collected from ValuePoint contractors when a sale is made. These fees help fund NASPO and ValuePoint operations and reimburse approved costs for states participating in the development and administration of these cooperative procurements. These fees are collected by the contractor at the point of sale and remitted to NASPO ValuePoint.

NASPO ValuePoint contracts offer states unique benefits, including:

- ▶ Pre-negotiated price reductions, creating cost savings that can be reallocated to meet other needs.
- ▶ Volume discounts and improved terms and conditions, making NVP the best value in cooperative contracts.
- ▶ Expertly crafted solicitations and contracts developed by highly trained and knowledgeable state procurement officers.
- ▶ Lowest administrative fees of any cooperative with no impact to supplier pricing.
- ▶ Ability to customize contracts to include state specific terms and conditions.
- ▶ Targeted supplier development, engagement and training program assists contractors in understanding government procurement.

Ninety-one percent of all revenues generated from administrative fees are used to fund public procurement educational initiatives, research, and training developed with state procurement professionals in mind.

For more information about NASPO ValuePoint and the current contract portfolios, please visit: [www.naspovaluepoint.org](http://www.naspovaluepoint.org)

# NASPO™

## National Association of State Procurement Officials



### NATIONAL ASSOCIATION OF STATE PROCUREMENT OFFICIALS

110 West Vine Street, Suite 600 | Lexington, KY 40507

[www.naspo.org](http://www.naspo.org) | Phone: (859) 514-9159 | Fax: (859) 514-9166

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## MEMBER BENEFITS



## NASPO/NASPO ValuePoint Membership Benefits and Services

The National Association of State Procurement Officials (NASPO) is a nonprofit association dedicated to advancing public procurement through leadership, excellence and integrity.

Chief Procurement Officers (CPOs) and staff of the central purchasing office in each of the 50 states, District of Columbia and U.S. territories can join NASPO and gain access to the many benefits provided to its members. These benefits help NASPO members achieve success as public procurement leaders in their states through the promotion of best practices, education, professional development, research, and innovative procurement strategies.

## National and Regional Conferences and Events

As a member benefit, NASPO covers the registration and travel costs for state staff members:

- ▶ Two complimentary registrations to the NASPO Annual Conference.
- ▶ Two complimentary registrations to the NASPO Exchange Conference, which brings together state procurement officials and suppliers who provide goods and services to government agencies.
- ▶ Up to six complimentary registrations for REACH/Regional Conference. REACH is a “super regional” conference held in even numbered years that hosts up to six representatives from each state’s procurement office. In odd numbered years, smaller individual regional conferences are held in the Eastern, Midwestern, Southern and Western regions.

This member benefit includes the conference fee, hotel, travel and related expenses. Additional state members may attend conferences using a state’s allocation of NASPO Professional Development Funds.



## Procurement U

NASPO’s Procurement U is a multi-faceted, professional development and educational platform designed for state procurement professionals at all levels to build their skills, advance their knowledge and excel in professional practice, by providing:

- ▶ In-person and online learning
- ▶ Publications, toolkits and resources
- ▶ Certification exam prep and more



## ProcurementIQ

A division of IBISWorld, ProcurementIQ is a leading online resource for procurement research and services. This free benefit to NASPO members provides hundreds of reports on:

- ▶ Industry price trends
- ▶ Market characteristics
- ▶ Negotiation questions
- ▶ Key RFP elements

## GovWin IQ

NASPO provides state members with complimentary access to the government contracting market intelligence solution, GovWin IQ. Key uses for GovWin IQ include:

- ▶ Leveraging the best practice solicitations and terms/conditions used by other government organizations in contracting.
- ▶ Researching companies to find and qualify bidders and examine their track record in contracting at the federal and SLED level.
- ▶ Finding and connecting with peers in other government organizations dealing with common issues and challenges in government contracting.

## Research and Innovation

NASPO’s Research & Innovation team works diligently to bring members the latest news, best practices and emerging issues in state procurement, including:

- ▶ Publications on topics of interest to public procurement professionals
- ▶ Webinars on emerging issues and best practices
- ▶ Procurement Pulse, a blog that monitors state issues in procurement

And much more. . . .