

## Who Uses ValuePoint Contracts

Every public agency, including state agencies, cities, counties, special districts, institutions of higher learning and other political subdivisions are eligible to purchase from ValuePoint contracts. Each state Chief Procurement Officer determines how state agencies, higher education institutions and local governments can participate in ValuePoint contracts.

ValuePoint currently offers cooperative contracts for everything from Auto Parts to Wireless Communication and Equipment. For a complete list of ValuePoint's portfolios, visit [www.naspovaluepoint.org/portfolios](http://www.naspovaluepoint.org/portfolios).

States may sign a participating addendum (PA) to incorporate the terms and conditions included in the original solicitation and any other additional necessary language or requirements unique to the participating entity. To find out if your state or entity has signed a PA, visit [www.naspovaluepoint.org/participants](http://www.naspovaluepoint.org/participants).

ValuePoint contracts provide the highest standard of excellence in cooperative contracting, saving your state time and money.

For more information about NASPO ValuePoint and the current contract portfolios, please visit:

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

## Why ValuePoint Contracts Deliver the Best Value

Ninety-one percent of all revenues generated from the small administrative fee collected from suppliers is used to fund public procurement educational initiatives, research and training specifically developed with the needs of state procurement professionals in mind. NASPO uses these funds to provide direct benefits to its members, such as:

- ▶ Supporting states' professional development needs through a variety of online and in-person educational and training opportunities, including 12-15 conferences and events annually.
- ▶ Partnering with higher education institutions to promote the profession of public procurement, fostering the next generation of procurement professionals.
- ▶ Offering grants to support state procurement internship programs.
- ▶ Providing an annual professional development stipend of \$21,200 that states use to support staff training, education and certifications, as well as attendance at procurement conferences and events.
- ▶ Supporting environmental and sustainable purchasing programs through the Green Purchasing Technical Assistance Funds.
- ▶ Engaging with strategic partner organizations to support programs with a procurement emphasis.
- ▶ Delivering a variety of publications, webinars, market research tools and surveys as a complimentary benefit to NASPO members.

Participation in NASPO ValuePoint is optional and there are no minimum purchase requirements for states or public entities.



## Who We Are

### NASPO

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

### NASPO ValuePoint

NASPO ValuePoint is a nonprofit division of NASPO offering more than 60 national cooperative purchasing portfolios covering a wide range of goods and services. 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, Washington D.C. and the US Territories, ValuePoint consistently offers public agencies better contracts at lower costs, focusing on value-added benefits and contractual protections that are important to state and local government agencies. 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, which helps fund NASPO and ValuePoint operations and reimburses approved costs for states participating in the development and administration of these cooperative procurements.

## What We Do

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 NASPO ValuePoint the best value in cooperative contracts.
- ▶ Expertly crafted solicitations and contracts developed by highly trained state procurement officers knowledgeable in the rigorous competitive and legal requirements of public procurement.
- ▶ 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 programs, to assist contractors in understanding government procurement and how to effectively support their contracts with public agencies.

**More than .90 cents of every \$1 in revenue generated from administrative fees that NASPO ValuePoint shares with NASPO is used to fund public procurement educational initiatives, research and training developed with state procurement professionals in mind.**

## How We're Different

ValuePoint is unlike other cooperatives. As a nonprofit, ValuePoint contracts offer states the greatest value and most efficient use of precious taxpayer dollars when compared to other cooperative contracts. In fact, the average cost avoidance of a ValuePoint contract is \$30,000-80,000 per solicitation.

How we do it:

- ▶ Participation is optional and there are no minimum purchase requirements for states or public entities.
- ▶ Suppliers are not required to sign exclusive contracts with ValuePoint, encouraging open competition and exceptional pricing.
- ▶ At .0025 percent, the administrative fee is the lowest among competing cooperatives and does not negatively impact contract pricing.
- ▶ Lead states and sourcing teams are reimbursed for their procurement work so that no internal state resources are expended for cooperative contract work.
- ▶ ValuePoint provides each state with \$15,000 in annual funding to support in-state cooperative contracting efforts, including education and outreach.
- ▶ Suppliers are educated on the logistics of participating in cooperative contracting.
- ▶ ValuePoint contracts are benchmarked and audited by third-party professionals to ensure best-in-class pricing, as well as superior terms and conditions.

**"Utah's participation in NASPO ValuePoint contracts leads directly to procurement savings," according to the State of Utah's Legislative Audit Team, who estimated that the state saved between \$40,900-82,000 when using ValuePoint contracts, avoiding duplicative procurement staff time and resources.**

Unlike cooperatives that are for-profit businesses, NASPO ValuePoint doesn't limit suppliers from doing business with other co-ops, hurting the competition and driving up prices. Significantly higher administrative fees charged by for-profit cooperatives have the potential to negatively impact contract pricing, which results in reduced taxpayer savings. And only a small portion of those administrative fees are used to reimburse states for their participation.

