



Metropolitan Washington  
**Council of Governments**



**MAPT**  
Mid-Atlantic Purchasing Team  
A Partnership Between the Baltimore Metropolitan Council  
and the Metropolitan Washington Council of Governments

**Introduction  
to  
Cooperative Purchasing  
&  
Mid-Atlantic Purchasing Team  
(MAPT)**

# What is Cooperative Purchasing?

- \* Regional cooperative purchasing aggregates the buying power of governments, schools, and other entities to reduce administrative burdens and purchase goods and commodities at reduced costs through volume buying on products such as fuel, office supplies, road salt, janitorial supplies, and any product or service of regional interest.



# Models of Cooperative Purchasing

## Types of Cooperative Procurement

1. Collaborative Model
2. Third-Party Model
3. Piggyback Model

# Collaborative Model

- \* Multiple entities join together
- \* Use of one bid
- \* Lead agency manages the bid
- \* Use of standardized specifications
- \* Commodity procurement more common
- \* Better done locally or regionally

# Third-Party Model

- \* One entity bids term contracts for a third-party organization
- \* All other entities purchase off the contracts
- \* The third-party is not typically a user
- \* Examples are US Communities, Keystone Purchasing Network, and HGAC-Buy

# Piggyback Model

- \* Public entities bid and award a contract and include an option for other organizations to ride, or “piggyback,” the contract as awarded.
- \* The MWCOC/MAPT Rider Clause is used in our bids and member’s bids to create this type of piggyback opportunity

# The Formal Bid Process

- \* Products/services researched
- \* Create Bid document including specifications/statement of work
- \* Invitation For Bid [low price] or Request For Proposal [scoring] issued
- \* Solicitation advertised
- \* Solicitation opened
- \* Submissions evaluated and award recommendations made
- \* Lead Agency makes awards
- \* Contract(s) issued by individual entities based on bid process

# Chief Purchasing Officers Committee

- \* The COG Chief Purchasing Officers Committee (CPOC) oversees the program working with the Cooperative Purchasing Program Manager and staff
- \* The committee consists of the our member agencies' chief procurement representatives
- \* COG is currently trying to create CPOC Environmental and IT Subcommittees of procurement specialists to enhance our buying opportunities



# What are the COG Cooperative Purchasing Program Benefits?

- \* Achieve cost savings through economy of scale in cooperative contracts
- \* Cooperate to reduce members' administrative expenses (procurement & contracting)
- \* Serve as a forum for the exchange of resources and technical information
- \* Provides a contract clearinghouse for regional awards and rider opportunities
- \* Provides a vendor registration system to promote and broadcast bids throughout the region

# WHAT IS Mid-Atlantic Purchasing Team (MAPT)?

The Mid-Atlantic Purchasing Team (MAPT) is the result of a 2012 Memorandum of Understanding between Baltimore Metropolitan Council and the Washington Council of Governments. The regions included under this agreement include the Maryland, Virginia and Washington D.C. geographic areas.

Working together on cooperative purchasing creates greater buying power increasing the reach and savings for the members.



# MWCOG/MAPT Contracts Current

## Current Cooperative Contracts

- \* Alternative Fuel Vehicles (COG)
- \* Energy –
  - \* E85 Gasoline (Montgomery County)
  - \* Solar Power – PPA (Montgomery County)
- \* Office Furniture (Howard County)
- \* Office Supplies (Anne Arundel Co.)
- \* Janitorial Supplies (Arlington Schools/Loudoun County)
- \* Others....



*We are working to get our list updated.*

# Questions?

Contact:

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