

# COG's Cooperative Procurement Resources

## Regional Stormwater Procurement Workshop

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# COG Cooperative Purchasing

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- COG initiated its Cooperative Purchasing Program in 1971 with the basic objective of reducing costs through economies of scale created through volume buying.
- The program also promotes sharing information among area purchasing officials, and encourages continuing education for procurement professionals throughout the region.
- Through the Chief Purchasing Officers Committee (CPOC), the Mid-Atlantic Purchasing Team (MAPT), participating agencies, school boards, authorities, and commissions cooperative bidding is done on more than 20 different purchases, resulting in larger volume and better unit pricing.

# Chief Purchasing Officers Committee (CPOC)

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- The Chief Purchasing Officers Committee (CPOC) is comprised of the chief purchasing professionals from COG jurisdictions who meet regularly to discuss cooperative opportunities and to share information on upcoming procurements by members.
- The CPOC group is used as a clearinghouse in finding available contracts in the Metropolitan Washington region.
- Subcommittees includes Public Safety, Environmental, and Fleet (new).
- We are currently working on creating an IT subcommittee.

# Mid-Atlantic Purchasing Team (MAPT)



- The Mid-Atlantic Purchasing Team (MAPT) is a joint partnership between the Metropolitan Washington Council of Governments (COG) and the Baltimore Metropolitan Council (BMC) to provide cooperative purchasing opportunities to members throughout the region.
- MAPT through MWCOG has a webpage set up for registering vendors, advertising solicitations and tracking contracts for MWCOB and BMC members at [www.midatlanticpurchasing.net](http://www.midatlanticpurchasing.net)
- A new feature of the website is a page dedicated to cooperative purchasing contracts.

# COG's Cooperative Purchasing Program

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- **Consortium** –

A consortium or group buying to procure goods and services. Increased volume should create savings. COG can lead consortium bids in the role of facilitator.

- **Piggybacking** –

A rider clause may be inserted into a bid, request for proposal, or into executed contracts that enables others to make purchases through that contract. This saves on the cost of bidding and contracting. COG has a Rider Clause that is used across the region.

# Cooperative Purchasing Limitations

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- Understanding local procurement rules and policies are key.
- Various agency Terms and Conditions can be different and hard to reconcile.
- Cooperative purchasing works best with commodities that can be aggregated and have the same specifications.
- Services can be done via cooperative procurement as long as the scope of work is similar.
- Project oriented solicitations are not typically good candidates for cooperative procurements.
  - Time and materials bids can be done but do not always result in significant savings as the budget is open ended. Can set a “Do Not Exceed” ceiling.
  - Trying to create a consortium bid for projects can make the bid document and process unmanageable.
  - Because project contracts have specific and varying specifications they are often difficult to piggyback on.



# Bridging Contracts

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- **Bridging Contracts** –
  - Contract bridging was originally set up as a short term solution to avoiding a gap in service on an expiring agreement.
  - More and more it is used as a form of piggybacking to allow for an agency to ride on an existing contract.
  - This type of agreement allows for negotiations that may permit for variations in terms and conditions, quantities, or possibly even specifications.
  - In using this method of procurement each agency must be sure that they are following their jurisdiction's procurement policies and laws.



# Cooperative Purchasing Opportunities

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- Architect and Engineering –
  - RFP for time and expenses
  - Multiple awards
  - Master contract
  - Work or task orders for specific projects
- Surveying –
  - RFP for time and expenses
  - Multiple awards
  - Master contract
  - Work or task orders for specific projects
- Materials – In-house projects
  - Stone and rip rap
  - Concrete and Paving
  - Drainage tile
  - Mulch
  - Landscaping (Seed & Fertilizer)
- Water testing
- Inspections services
- Project Management





# Discussion & Questions

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- Discussion
- Questions

Also -

- To register on the MAPT website
- To get on the CPOC Environmental Subcommittee mailing list

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