

COG'S COOPERATIVE PURCHASING PROGRAM

Saving Members Time and Money

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COG Board of Directors
November 9, 2016



Metropolitan Washington
Council of Governments

Cooperative Purchasing: How is Value Created

- Consortium Procurements – combine the volume of buying to create market response and significant savings.
- Using the COG Rider Clause – allows other agencies to ride or “piggyback” on an existing contract saving time.



Collaborating to Save

- Chief Purchasing Officers Committee (CPOC) is made up of purchasing directors from over 20 different COG jurisdictions and 8 Baltimore Metropolitan Council (BMC) members.
- Affiliates like water & sewer authorities, transit authorities, schools, etc. are also included in this partnership.
- The CPOC group meets quarterly to discuss cooperative purchasing opportunities and contracts available to ride.
 - Subcommittees include Public Safety and Environmental who meet semi-annually to bring focus to opportunities in their areas.

Value Added Services

- Weekly Gasoline and Diesel fuel pricing reports
- We provide information on existing contracts that can be ridden to assist members to find opportunities to save the costs of bidding.
- Our vendor registration system has been revamped and provides vendors a chance to find out about solicitations from our members.



Current Cooperative Procurements: Fuel

Gasoline (Montgomery County) and diesel (WMATA) leveraging pricing based on over 40,000,000 gallons per year. Saving over \$13 million dollars each year for the 28 member entities who are participating.

(Zach Sparks/The Serverna Park Voice)



Current Cooperative Procurements: Ice Melt

COG contracts are in place for basic, environmentally friendly and concrete friendly ice melt products being used by 14 member jurisdictions with an estimated contract value of over \$200,000 and savings of over \$40,000 in FY17.

(Joe Flood/Flickr)



Current Cooperative Procurements

- **Personal Protective Equipment** (COG) contract is in place for Fire personnel and is being used by 6 member jurisdictions saving over \$130,000 per year.
- **Bottled Water** – this new COG-led contract currently includes four member jurisdictions. In addition, the vendor is set up to provide water on an emergency basis.
- **Others** - Money & time savings can be realized on current contracts for Electricity, Solar Power, Training, Staffing, as well as Paving, Line Painting, Road Salt, Office Supplies, Furniture and Lighting.





Upcoming Cooperative Procurements: EMS Medical Supplies

EMS Medical Supplies (COG) bid out in November and an award expected January 1. We project an initial annual contract value of over \$1 million and savings of 5-7% over current pricing. Volunteer Fire and EMS can ride on this contract.

(Joe Flood/Flickr)



Upcoming Cooperative Procurements

- **Subscriber Radios** – (COG) regional RFP pending for early 2017. This award will be a 10 year life cycle replacement contract. Our buying power (up to 60,0000 units) could result in additional discounts from \$700-1500 per radio resulting in possible \$40-100 million over 10 years.
- **Fleets for the Future** – (COG) offering is pending in the spring of 2017 for alternative fuel vehicles and equipment. We are working to make this an Eastern Seaboard procurement which will increase our buying power.
- **Next GEN 9-1-1** - new technology is coming and this will be a region wide procurement effort. The first procurement for this is being led by Fairfax County for the ESInet new communication network.

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