

A black and white photograph of a classical building with large columns and an American flag flying. A large teal circle is overlaid on the left side of the image, and a teal diagonal line crosses the bottom right.

**OMNIA**  
PARTNERS

**OMNIA Partners  
Public Sector  
Presentation**

# OMNIA Partners Participants Face Common Challenges

Which of these are familiar? Any that are not listed?

## Operational

- Meeting cost reduction and savings targets
- Proving procurement's value across the organization
- Constantly managing supplier issues

## Talent

- Finding, developing & keeping talent
- Headcount restrictions preventing success
- Functioning with not enough time or resources

## Data & Technology

- Working with inaccurate or old data
- Digital transformation & system integration issues
- Meeting innovation requirements





# Participant Objectives

- What key initiatives are you planning to execute or goals you are expected to meet over the next 12-18 months?
- What challenges do you face related to talent or capacity required to meet your commitment to the organization?
- What functions or spend categories remain out of scope for Procurement influence?
- Are there any initiatives to drive better spend visibility or procurement process automation?



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# COOPERATIVE PURCHASING OVERVIEW



## Understanding Cooperatives

- **Cooperative solicitation** - Two or more agencies combining their requirements to obtain volume pricing, such as all schools in a county ordering paper supplies in one bulk order.
- **Cooperative contract** - Multiple organizations “piggybacking” off a single contract award, such as a school buying automobiles through a state contract.
- **Cooperative organization** - Buying off a contract offered by an organization whose sole purpose is to promote cooperative purchasing, such as a school district purchasing school furniture through U.S. Communities.





## Why should we use Cooperatives?

### Cheaper

- Larger volume, lower prices.
- Better value through competition.
- Fiscally sound procurement.
- Reduces overhead.

### Quicker

- Reduces time spent on administrative activities.
- Utilizes skills and knowledge of trained professionals that are knowledgeable in state procurement laws.

### Easier

- Less time spent in-house on specifications, bids, quotes, or proposals.
- Access to a wide variety of quality products from reliable suppliers.
- Preliminary work completed well in advance.

### Safer

- Contracts have been written in accordance with state regulations.
- Maintain public confidence through ethical and transparent procurement practices.





## Concerns regarding Cooperatives

**Buying sight unseen. Purchasing an unknown product that meets the written specifications but may not meet your particular needs.**

**“I’m giving you the school price.” Cooperative purchasing does not always guarantee savings or best value.**

**Cuts Mom and Pop out of the loop. Small businesses at times struggle with large orders, multiple delivery sites, etc.**

### **Buying Local**

**Community pressure to support local businesses.**

**Laws that favor or give preference to local, regional, or state suppliers.**

**Desire to use a preferred supplier based on factors such as quality, delivery, maintenance, etc.**



## Best Practices

- **Analyze the product or service specifications, price, terms and conditions and other factors to ensure that the cooperative contract produces best value.**
- **When buying large quantities, verify whether the contract permits negotiation of additional price concessions.**
- **If a purchase agreement is required, confer with legal counsel before proceeding.**
- **Ask Vendors to register into your system and inquire about any of their cooperative pricing and which best fits your situation**



**The success of a Cooperative depends on the flexible attitude of its members. Some changes will need to be accepted in order for the Coop to reach its full potential in terms of cost savings, service and quality improvements.**

# Benefits of Cooperative Purchasing



1

Reduces agency administrative burden of time/resources

2

Opportunity for greater efficiency and economies of scale in acquiring goods and services

3

Product cost savings through nationally leveraged pricing

4

No cost to agencies or minimum purchase amounts

5

First-class purchasing procedures ensuring the most competitive contracts

**OMNIA Partners  
Public Sector  
OVERVIEW**



## Who is OMNIA Partners

**2001**

Horizon Resource Group was founded



**2013**

Vizient acquires National IPA

**vizient.**

**2016**

Management-led spin-off of National IPA sponsored by TA Associates



**2017**

OMNIA Partners acquires Prime Advantage and Corporate United



**2006**

HRG rebrands to National IPA as a result of expanding government sector



**July 2015**

National IPA acquires TCPN



**December 2015**

National IPA acquires KATA

**2017**

OMNIA Partners brand launched



**2017**

OMNIA Partners launches Small and Medium Business division



**2018**

OMNIA Partners acquires U.S. Communities



# Power in the Partnership



OMNIA Partners, Public Sector (subsidiaries National IPA and U.S. Communities) is the nation's largest and most experienced cooperative purchasing organization dedicated to public sector procurement.

Our immense purchasing power and world-class suppliers have produced a comprehensive portfolio of cooperative contracts and partnerships, making OMNIA Partners the most valued and trusted resource for organizations nationwide.

# OMNIA Partners, Public Sector



## LEADERS

Leading cooperative purchasing organization for public agencies and educational institutions across the United States

## EXPERIENCED

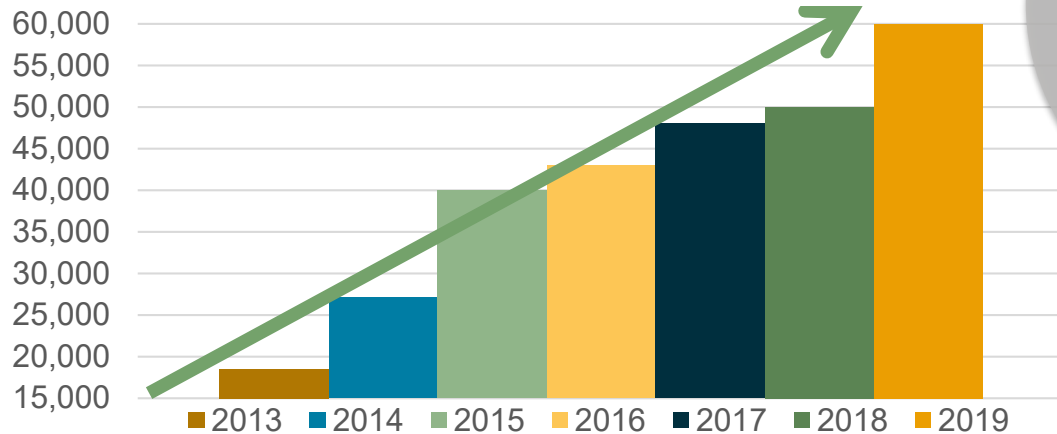
Team of dedicated, certified public procurement professionals, supply chain and cooperative purchasing experts with over 175 combined years of public procurement experience and over 300 years of cooperative purchasing

## COMPLIANT

Each of our 300+ agreements have been obtained through a Request for Proposal (RFP) process by a Lead Public Agency



OMNIA Partners, Public Sector participation has roughly doubled over the last five years, and we are putting the people, processes and technology in place to support our future growth.



**OMNIA**  
PARTNERS

**60,000**

Participants  
leveraged at least  
one contract in the  
last 12 months

**\$13B**

In purchasing power

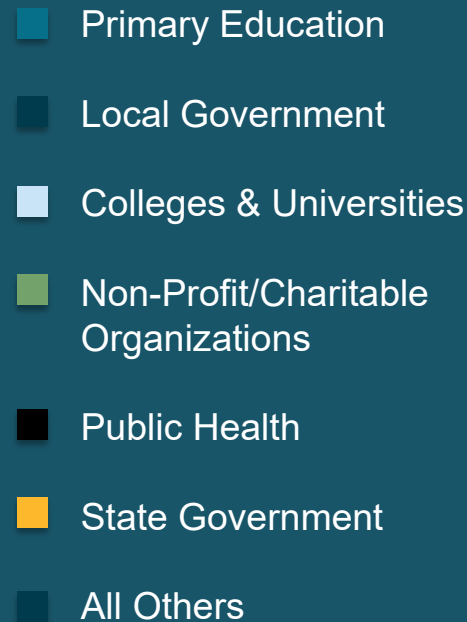
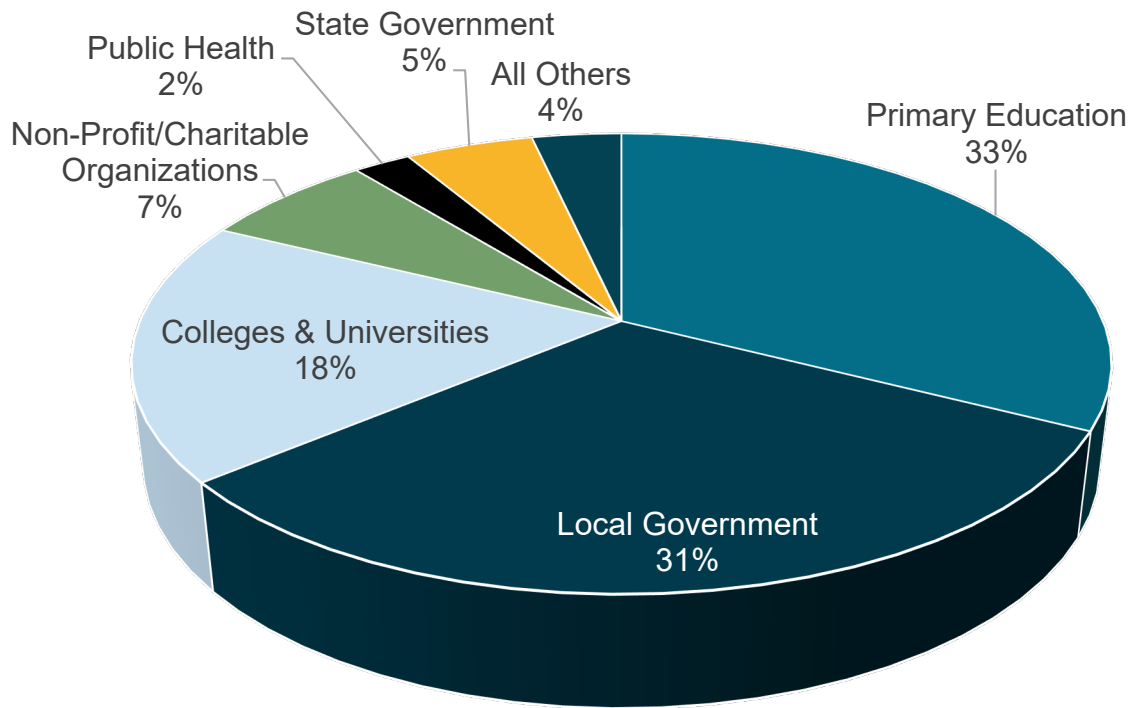
**300+**

Contracts

**98%**

Member Retention

# Participation by Segment





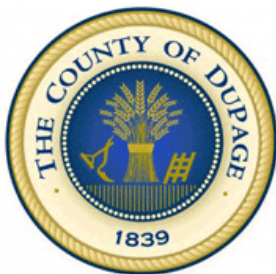
**OMNIA**  
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# **LEAD AGENCY SOLICITATION PROCESS**



# Our Lead Agencies

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UNIVERSITY  
OF  
CALIFORNIA

Office  
of the  
President

# Our Lead Agencies

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# Lead Agency Contracting Process



The lead public agency prepares a competitive solicitation

The lead agency issues the solicitation and conducts pre-proposal meetings

Interested suppliers respond to the solicitation

The lead agency evaluates the responses and awards the master agreement

Award documentation is available to the public – no FOIA or special requests necessary

## Two Key Points to Remember:

The lead agency owns the contracting process as well as the resulting award to the supplier

All solicitation and award documentation is posted on the OMNIA Partners, Public Sector\* website ([www.omniapartners.com/publicsector](http://www.omniapartners.com/publicsector)) and available in the documentation section of each awarded agreement

(\*Currently, you can find contract documentation on the [nationalipa.org](http://nationalipa.org) and [uscommunities.org](http://uscommunities.org) websites)



# Contract Categories



- Athletic
- Apparel
- Automotive Parts
- Business Products, Machines & Services
- Construction
- Consulting & Professional Services
- Disaster Preparedness, Relief & Restoration
- Equipment Rental
- Facilities/Grounds Maintenance
- Flooring
- Food
- Furniture
- Grounds Keeping and Irrigation
- Heavy Equipment
- HVAC
- Janitorial
- Maintenance & Operations
- Managed Print Solutions
- Office Supplies
- Oracle
- Playground Equipment
- Roofing
- School Supplies
- Technology
- Travel
- Many More!



# Industry-Leading Suppliers

GMNIA  
PARTNERS

Office  
DEPOT

CDW-G  
PEOPLE  
WHO  
GET IT

GRAINGER  
FOR THE ONES WHO GET IT DONE

RICOH  
imagine. change.

FASTENAL

US.  
FOODS  
KEEPING KITCHENS COOKING

THE  
HOME  
DEPOT

GraybaR

CINTAS  
READY FOR THE WORKDAY

GARLAND  
DBS  
since 1895

TRANE

amazon business

MYTHICS  
ORACLE  
Platinum  
Partner

xerox

network

Kimball

Connection  
PUBLIC SECTOR SOLUTIONS  
we solve IT

DAIKIN

FASTENAL

School  
Specialty

CATERPILLAR

Canon  
CANON SOLUTIONS AMERICA

TREMCO

NATIONAL

SUNBELT  
RENTALS

TORO

AutoZone

AstroTurf  
SINCE 1965

Allsteel

HON

# Questions?

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