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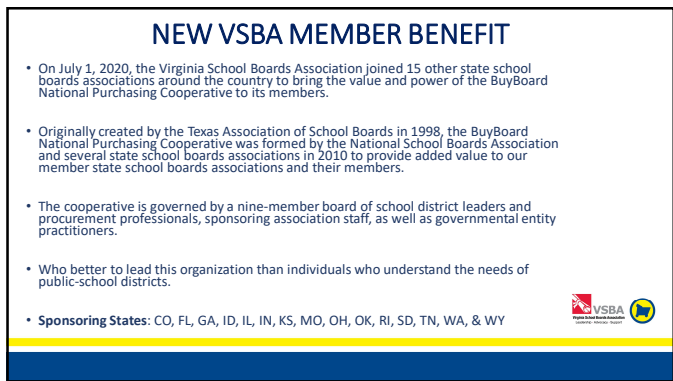
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### OVERVIEW

- BuyBoard (24 years in Texas and 10 years nationally, with members in 48 states)
- Currently represents over 7,800 entities (city, county, school district, public university/college, other local government agencies, non-profit agencies)
- Focused outreach to local, regional and Minority/Women-owned Business Enterprises to participate
- Available for Education Department General Administrative Regulations (EDGAR) Code of Federal Regulations(CFR) Federal Funding use



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### COOPERATIVE DEFINITION

**According to Wikipedia -**

- A purchasing cooperative is a type of cooperative arrangement to aggregate demand to get lower prices from selected suppliers.
- What does that mean? Lower contracted pricing through higher volume

**Two Types of Cooperatives -**

- **Lead Agency** - Governmental agency and originator of the contracting process and owner of the life cycle of the awarded contracts.
- **Market Basket** - Non-government organization that provides contracts originated by a lead agency.



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### WHAT SHOULD THE CONTRACTING PROCESS LOOK LIKE?

- All contracts must go through a competitive procurement process
- Must be in compliance with local and state procurement requirements
- Must provide a documented audit trail



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## PURCHASING COOPERATIVES



**Why Can Virginia School Districts Use Them?**




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## STATE OF VIRGINIA STATUTES

Title 2.2 Administration of Government  
 Subtitle II Administration of State Government  
 Part B. Transaction of Public Business  
 Chapter 43 Virginia Public Procurement Act  
 Article 2 Contract Formation and Administration  
 § 2.2-4304. Cooperative procurement.



A. Any public body may participate in, sponsor, conduct, or administer a cooperative procurement agreement on behalf of or in conjunction with one or more other public bodies, or public agencies or institutions or localities of the several states, territories of the United States, or the District of Columbia, for the purpose of combining requirements to increase efficiency or reduce administrative expenses in any acquisition of goods and services. Except for contracts for professional services, a public body may purchase from another public body's contract even if it did not participate in the request for proposal or invitation to bid, if the request for proposal or invitation to bid specified that the procurement was being conducted on behalf of other public bodies. Any public body that enters into a cooperative procurement agreement with a county, city, or town whose governing body has adopted alternative policies and procedures pursuant to subdivisions 9 and 10 of § 2.2-4343 shall comply with the alternative policies and procedures adopted by the governing body of such county, city, or town.




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## THE MARKETPLACE TODAY

**What are members looking for?**

- A legal pathway to purchase that saves time and money
- A trusted and transparent source for legally awarded contracts
- Quality products, equipment and services
- Vetted companies that can perform and deliver
- Vendor options and choices
- Companies that understand why they are part of a purchasing cooperative




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### COOPERATIVE VALUE

<p><b>Member Benefits</b></p> <ul style="list-style-type: none"> <li>• Compliance with state procurement requirements</li> <li>• Competitive pricing</li> <li>• Reduced procurement cycle</li> <li>• Saves administrative time and cost</li> <li>• Vendor selection and choice</li> <li>• Online Request For Quote (RFQ) feature</li> </ul>	<p><b>Vendor Benefits</b></p> <ul style="list-style-type: none"> <li>• Streamline and focus the selling efforts</li> <li>• Reduce individual bid responses</li> <li>• Member ability to choose their company</li> <li>• Increase business opportunities</li> </ul>
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### REQUEST FOR QUOTE (RFQ)

**General Benefits for Members and Vendors**

- Electronic online process
- Faster response and turnaround times

<p><b>Member Benefits</b></p> <ul style="list-style-type: none"> <li>• No Advertising</li> <li>• Pre-screened Vendors</li> <li>• Auto Tabulate / Award</li> </ul>	<p><b>Vendor Benefits</b></p> <ul style="list-style-type: none"> <li>• Confidential</li> <li>• Pricing History</li> </ul>
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### HOW SCHOOL DISTRICTS BENEFIT

- Free to join – there is no fee to participate
- RFP Reduction – reduces the number of RFPs needed
- Cooperative members can reduce procurement and administrative costs
- Streamlined Process - Cooperative member procurement staff don't have to go through preparing specifications, advertising bids, reviewing proposals, awarding bids, and defending awards



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**TODAY'S PURCHASING LANDSCAPE – In-Person to E-Learning**

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**TOP CONTRACTS FOR NEXT SIX MONTHS**

- Office Supplies/Equipment
- Building Maintenance, Repair | Operations Supplies
- Public Safety Supplies [PPE]
- Custodial Supplies | Classroom Supplies | Athletic/PE/Gymnasium
- First Aid/Athletic Training Supplies | Audiovisual | Ground Maintenance
- Musical Instrument Supplies/Equipment including Repair Services

  
 BuyBoard Member Survey – June 2020

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**CURRENT VIRGINIA MEMBER ENTITIES**

Member Name	Member Name
Alexandria City Public Schools	Montgomery County Public Schools
Amherst County Public Schools	Newport News Public Schools
Arlington County	Norfolk Public Schools
Arlington Public Schools	Prince George County
Augusta County Schools	Prince William County
Augusta County Service Authority	Prince William County School Board
Bedford Regional Water Authority	Pulaski County School Board
Campbell County	Richmond Public Schools
City of Charlottesville	Roanoke City Public Schools
City of Chesapeake	Roanoke County
City of Harrisonburg	Salem City Schools
City of Lexington	Stafford County Schools
City of Martinsville	Stafford County Public Schools
City of Newport News	Suffolk Public Schools
City of Suffolk	Town of Bedford
Fairfax County Public Schools	Town of Christiansburg
Hanover County	Town of Leesburg
James Madison University	Virginia Beach City Public Schools
Louisiana County	Virginia Tech
Louisiana County Public Schools	Warren County
Manassas City Public Schools	Williamsburg-James City County PS
Middle Peninsula Northern Neck CSB	York County
Montgomery County	

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### HOW TO JOIN THE BUYBOARD

- Go to [www.buyboard.com](http://www.buyboard.com) to self-register
- BuyBoard Staff will then activate your group; a six-digit number will be assigned and can be used by all; RFQ and Shopping rights alone are authorized through the assigned number
- BuyBoard staff will assist in changing rights for the Group Administrator and initial PO Submitters
- Local Vendors you know and love to do business with! Vendors can register at [www.vendor.buyboard.com](http://www.vendor.buyboard.com) or we will be happy to contact and assist with the registration process.



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### REPORTING YOUR PURCHASES

- **Every purchase counts** – from any current Virginia-based BuyBoard Member – VSBA public education receives support.
- Select an awarded BuyBoard Vendor
- Identify yourself as a BuyBoard Member and request a quote
- Issue your PO to the Vendor and list the BuyBoard contract number
- Email a 'record only' copy of the PO to [info@buyboard.com](mailto:info@buyboard.com)



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### VIRGINIA-BASED VENDORS



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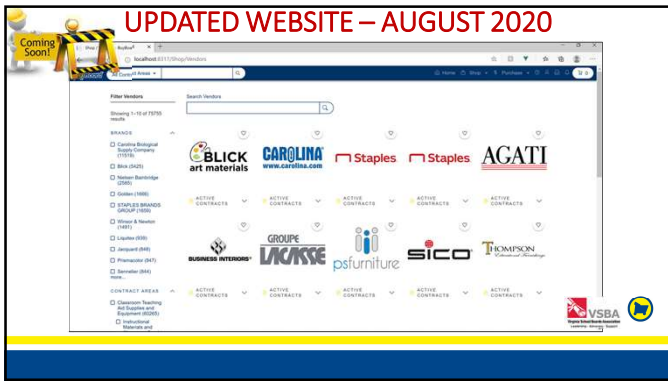
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703.838.6749

**BuyBoard Main Number**  
[info@buyboard.com](mailto:info@buyboard.com)  
800.695.2919



Main BuyBoard Website - [www.buyboard.com](http://www.buyboard.com)  
NSBA BuyBoard Website - [www.nsba.org/buyboard](http://www.nsba.org/buyboard)

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