



CITY COUNCIL ACTION REPORT

February 22, 2008

TO: Phillip L. Nelson, City Manager

FROM: John M. Lamerato, Assistant City Manager/Finance and Administration
Susan A. Leirstein, Purchasing Director

SUBJECT: Standard Purchasing Resolution 4: National Intergovernmental Purchasing Alliance (NIPA)

Background

- The National Intergovernmental Purchasing Alliance (NIPA) was established through a collaborative effort of public agencies across the United States with the specific purpose of reducing procurement costs by leveraging group volume.
- All master agreements are publicly solicited, awarded through a Request for Proposal (RFP) process, and held by a principal procurement agency.
- National IPA serves as a nationwide channel to offer the awarded agreements to public and non-profit agencies. i.e. office products, furniture, refuse containers, emergency medical supplies (coming soon) etc.
- By emphasizing a regional effort, the City enjoys the buying power of many at the local level.
- The City of Troy Purchasing department participates with other agencies in the state, region and nationally to economically procure goods and services for our community.
- Other cooperative programs the City utilizes are – the State of Michigan MiDEAL Program, MiCTA – Michigan Telecommunications Association for Nonprofit Organizations, MITN – Michigan Intergovernmental Trade Network, County contracts, the Regional Educational Media Center (REMC), and US Communities.

Financial Considerations

- Funds are budgeted in the various operating accounts citywide.

Legal Considerations

- All contracts are competitively bid as required by Chapter 7 of the City code.

Policy Considerations

- Cooperative ventures have proven to minimize cost and increase the efficiency and effectiveness of our organization. Goal II
- Emphasize regionalism and incorporate creativity into the annual strategic planning process. Goal VI

Options

- City management recommends Troy City Council authorize participation in the National Intergovernmental Purchasing Alliance Program (NIPA) and for administration to approve purchases over \$10,000 for operating expenditures under this program, while “Capital” purchases over \$10,000 continue to be presented for Troy City Council review and pending approval.

NATIONAL IPA



SUCCESSSTORY:

DuPage County is proud to be a PPA in partnership with National IPA. This cooperative procurement collaboration helps reduce redundancy in government across the nation at a time when taxpayers expect us to conserve in any way we can.

JOAN M. MORANGE, CPPB
PROCUREMENT SERVICES SUPERVISOR,
DUPAGE COUNTY FINANCE DEPARTMENT

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Can National IPA Do for My Organization?



National Intergovernmental Purchasing Alliance (National IPA) works with public and non-profit agencies, who as **Principal Procurement Agencies** competitively solicit national master agreements for aggregated use. This cooperative purchasing strategy offers lower costs, plus time and resource savings, to participating agencies.

National IPA meets the needs of our participants through:

- Establishing relationships with public agencies who competitively solicit and award national master agreements through an RFP process
- Aggregating national volume resulting in cost savings and value
- Offering a growing and diverse portfolio of pre-competed, publicly awarded master agreements for products and services
- Bridging the gap between participants and suppliers for unparalleled customer service
- Incorporating participant input into contract strategies
- Marketing agreements to a nationwide audience

Cooperative purchasing laws vary from state to state. If you are unsure of the joint powers language in your jurisdiction, [contact us](#) to find out if your agency can utilize National IPA agreements.

Master agreements available through National IPA are established with the following process:

- The Principal Procurement Agency prepares a Request for Proposal (RFP), incorporating the required language making the agreement accessible nationally to agencies in states that allow intergovernmental (i.e.: "piggyback") contract usage.
- The suppliers respond to the RFP and the Principal Procurement Agency evaluates and awards the master agreement.
- National IPA launches a marketing plan, including posting of all applicable documents to its website.
- All participating agencies are eligible to utilize the master agreements through National IPA.

[Click Here](#) to view the current list of available agreements through National IPA.

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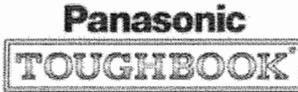
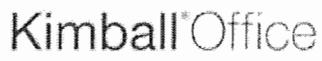
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Master Agreements

Available Master Agreements

<p>Refuse Containers</p>  <p>Principal Procurement Agency: City of Tucson, AZ</p> <p>Agreement Terms: Awarded to Toter December 11, 2007 - December 10, 2008 with four (4) one-year renewals</p>	<p>Panasonic Toughbooks, Tablets & Service</p>  <p>Principal Procurement Agency: City of Tucson, AZ</p> <p>Agreement Terms: Awarded to Panasonic via designated resellers: Insight, CLH, CDW-G, Portable Computer Systems August 1, 2007 - July 31, 2008 with four (4) one-year renewals</p>	<p>Parks and Golf Grounds Maintenance Equipment</p>  <p>Principal Procurement Agency: City of Tucson, AZ</p> <p>Agreement Terms: Awarded to The Toro Company October 10, 2007 - October 9, 2008 with four (4) one-year renewal</p>			
<p>▶PRICING INFO</p>	<p>▶DOCUMENTS</p>	<p>▶PRICING INFO</p>	<p>▶DOCUMENTS</p>	<p>▶PRICING INFO</p>	<p>▶DOCUMENTS</p>
<p>Office Products</p>  <p>Principal Procurement Agency: County of San Diego, CA</p> <p>Agreement Terms: Awarded to Corporate Express July 1, 2007 - June 30, 2008 with four (4) one-year renewals</p>	<p>Furniture and Related Equipment</p>  <p>Principal Procurement Agency: County of DuPage, IL</p> <p>Agreement Terms: Awarded to National Office Furniture April 1, 2007 - March 31, 2010 subject to a one-year renewal</p>	<p>Furniture and Related Equipment</p>  <p>Principal Procurement Agency: County of DuPage, IL</p> <p>Agreement Terms: Awarded to Kimball Office April 1, 2007 - March 31, 2010 subject to a one-year renewal</p>			
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