




**One-Stop Shop for Procurement**


Our students can be anything they want to be! The BuyBoard Purchasing Cooperative, an NSBA service, provides resources and tools for your district's career and technical needs. Combine your BuyBoard purchases with neighboring districts to save time and money.

Endorsed by 


**Coffee Chat: BuyBoard and Your District  
Your Value-Added Benefit**

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# AGENDA




QUICK PROGRAM OVERVIEW




BENEFITS OF COOPERATIVES AND CHOOSING TO USE BUYBOARD



PURCHASING LANDSCAPE



REPORTING PURCHASES TO GIVE OSBA CREDIT



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## OSBA MEMBER BENEFIT

- The Ohio School Boards Association joins 16 other state school boards associations around the country to bring the value and power of the BuyBoard National Purchasing Cooperative to its members.
- Originally created by the Texas Association of School Boards in 1998, the BuyBoard National Purchasing Cooperative was formed by the National School Boards Association and several state school boards associations in 2010 to provide added value to our member state school boards associations and their members.
- The cooperative is governed by a nine-member board of school district leaders and procurement professionals, sponsoring association staff, as well as governmental entity practitioners.
- **Sponsoring States:** CO, FL, GA, ID, IL, IN, KS, MO, NV, OK, RI, SD, TN, VA, WA, & WY



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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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### One-Stop Shop for Procurement

The BuyBoard Purchasing Cooperative, a free NSBA service, provides reduced pricing on bulk cleaning supplies, personal protection equipment (PPE), and in-person and e-learning technology. Combine your BuyBoard purchases with neighboring districts to save time and money.

**JOIN TODAY**  
[nsba.org/BuyBoard](https://nsba.org/BuyBoard)

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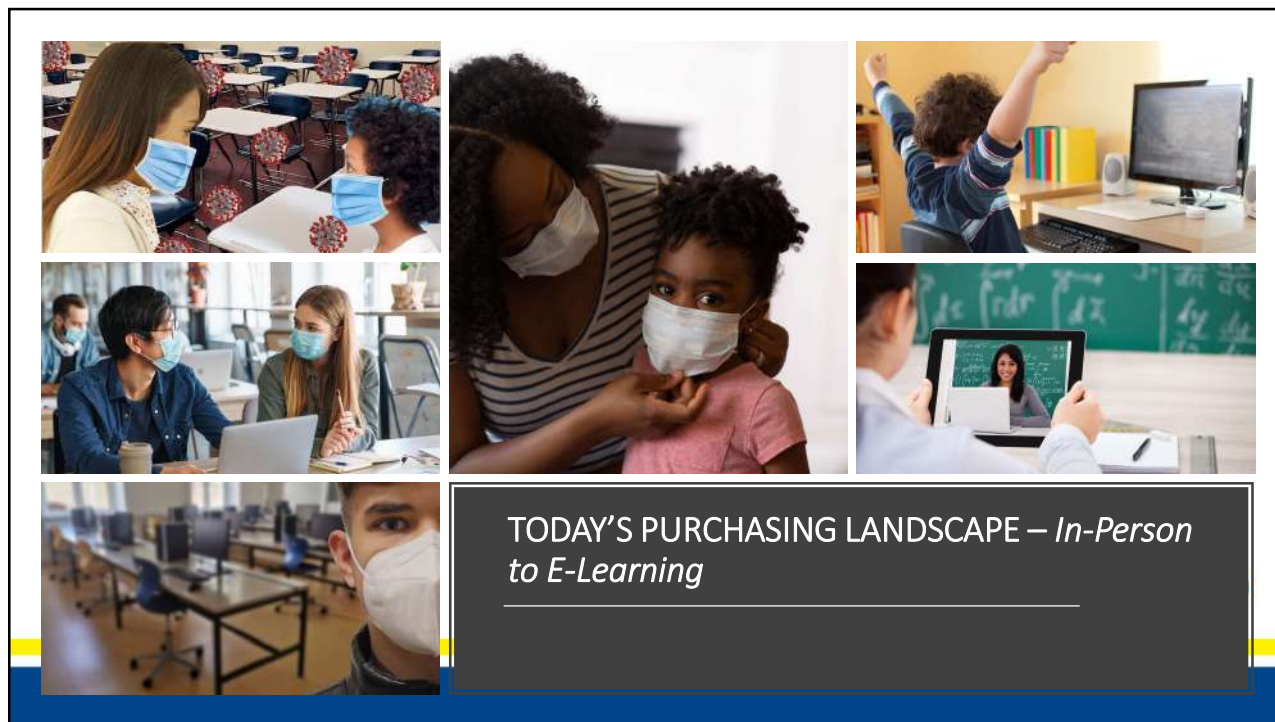
## THE MARKETPLACE TODAY

### 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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## Looking to the Future of Public Education

In 2018, school board members ranked the top three priorities in preparing school districts for the future in five categories: People, Finance, Technology, Enhancing Education, and Community Engagement/Board Operations.

- **People** – having a workforce that can educate a diverse population of students and preparing teachers to integrate technology into the curriculum.
- **Finance** – Ensure district is fiscally sustainable despite decrease in funding, and ensuring funds are available to maintain infrastructure.
- **Technology** – adapting to rapid changes in technology, and providing cutting-edge, technology-based career and technical education.
- **Enhancing Education** - Improving achievement of a diverse student population, and personalizing learning for all students.
- **Community Education/Board Operations** - Developing and implementing a continuous improvement process, and identifying ways for the district to demonstrate its value to the community



Source: NSBA 2018 Today's School Boards and Their Priorities for Tomorrow

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## TOP PURCHASES FOR BUYBOARD MEMBERS

1. Office Supplies/Equipment
2. Building Maintenance, Repair | Operations Supplies
3. Public Safety Supplies [PPE]
4. Custodial Supplies | Classroom Supplies | Athletic/PE/Gymnasium
5. First Aid/Athletic Training Supplies | Audiovisual | Ground Maintenance
6. Musical Instrument Supplies/Equipment including Repair Services



BuyBoard Member Survey – June 2020

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**BuyBoard**  
PURCHASING COOPERATIVE

One-Stop Shop for Procurement

Streamline  
Your Procurement  
**Process**

**LEARN MORE**

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## COOPERATIVE VALUE

### Member Benefits

- Compliance with state procurement requirements
- Competitive pricing
- Reduced procurement cycle
- Saves administrative time and cost
- Vendor selection and choice
- Online Request For Quote (RFQ) feature

### Vendor Benefits

- Streamline and focus the selling efforts
- Reduce individual bid responses
- Member ability to choose their company
- Increase business opportunities



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## REQUEST FOR QUOTE (RFQ)

### General Benefits for Members and Vendors

- Electronic online process
- Faster response and turnaround times

### Member Benefits

- No Advertising
- Pre-screened Vendors
- Auto Tabulate / Award

### Vendor Benefits

- Confidential
- Pricing History



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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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PURCHASING COOPERATIVE

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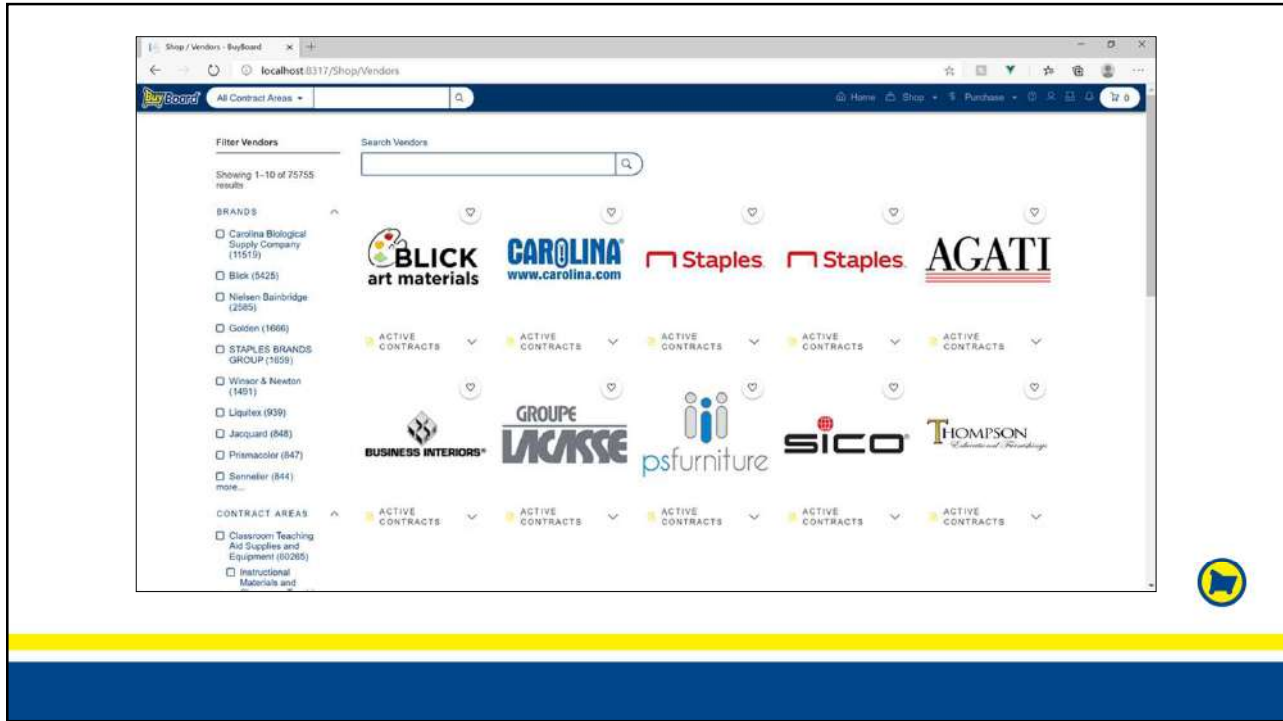
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## Visit Our Website

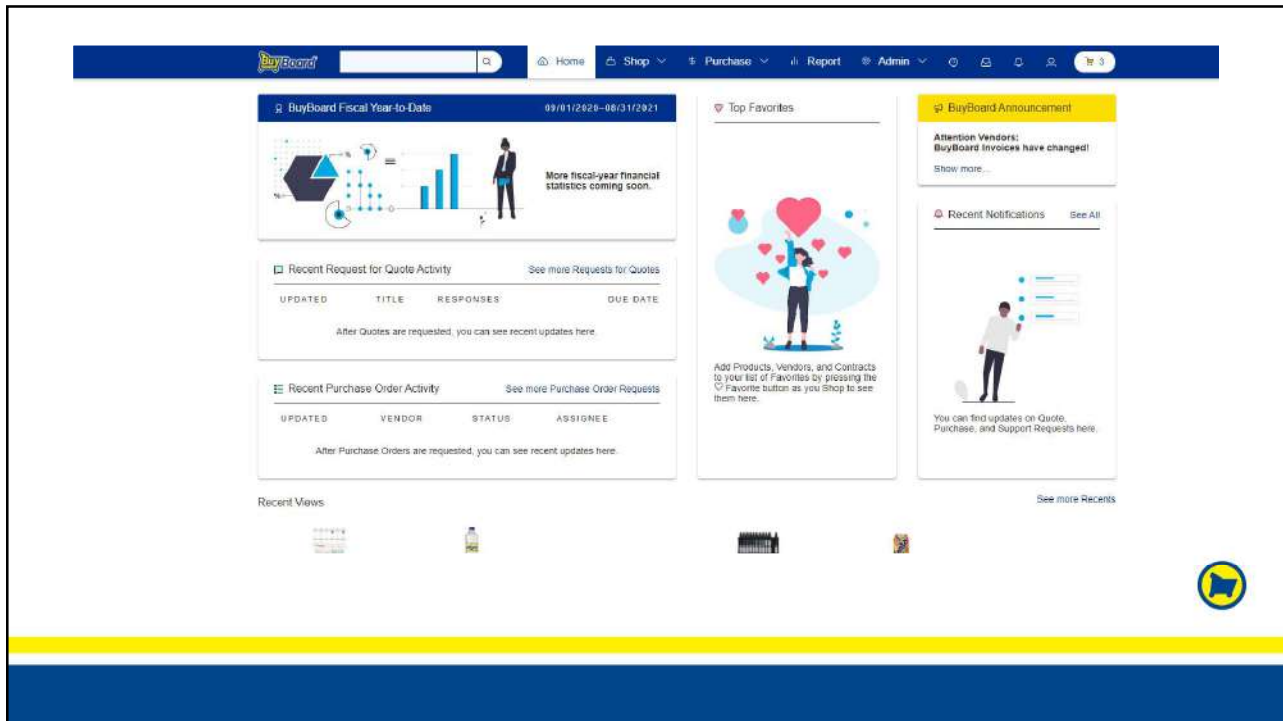
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Vendor Search

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Products

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**BuyBoard**  
PURCHASING COOPERATIVE

One-Stop Shop for Procurement

Increase Your  
Purchasing  
**Power**

**LEARN MORE**

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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

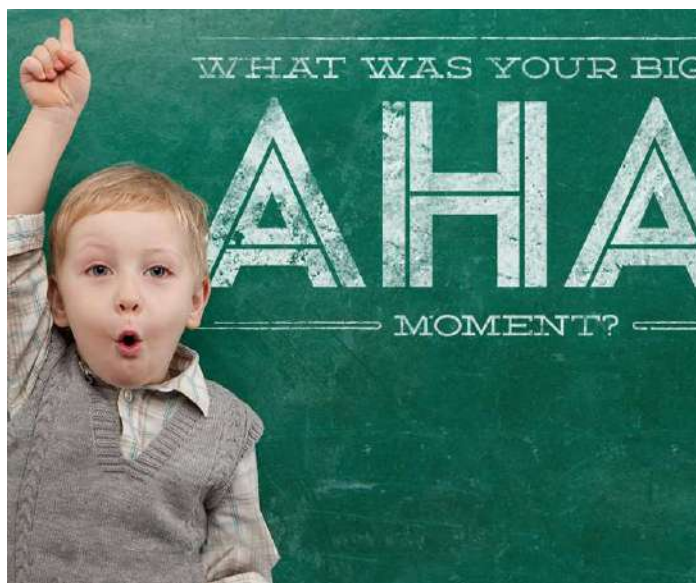
- **Every purchase counts** – from any current Ohio-based BuyBoard Member
- Select an awarded BuyBoard Vendor
- Identify yourself as a BuyBoard Member and request a quote
- Issue your PO to the Vendor and list the BuyBoard contract number
- Email a 'record only' copy of the PO to [info@buyboard.com](mailto:info@buyboard.com)



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### Takeaways

- Your purchases help support OSBA's advocacy efforts for Ohio's children
- Prioritize your purchases
- Identify local partners to help secure better pricing.



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**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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**QUESTIONS**



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