

COG'S COOPERATIVE PURCHASING PROGRAM

INNOVATIVE PROCUREMENT AND CONTRACTING PEER EXCHANGE

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History and Mission

- COG was founded in 1957 by the US Congress to facilitate regional planning in the Washington DC region.
- COG's Cooperative Purchasing Program was initiated in 1971
 - Mission: reducing costs through economies of scale created through volume buying.
 - Goal: Save COG members time and money
 - Benefits: Procurement savings, administrative cost savings, peer network.
- All 24 COG members are eligible to participate
- COG member “affiliates” also are eligible – water & sewer authorities, schools, WMATA, MWAA
- COG entered into a partnership with the Baltimore Metropolitan Council (BMC) in 2012 to create the Mid-Atlantic Purchasing Team (MAPT)
- Contract “riding” is permitted to outside agencies by mutual agreement

Cooperative Purchasing Overview

- **Cooperative purchasing is consortium or group buying to procure goods and services that results in:**
 - Saving money, time, and resources
 - Lower prices – through volume purchasing and discounts
 - Better market response
 - Administrative efficiency
 - Expedited procurement process
 - Leveraging expertise
- **Use of Rider Clause (piggybacking on awards or contracts)**
 - A Rider clause may be inserted into a solicitation and awarded contract that enables program members to make purchases through a consortium or to utilize another member's contract for purchase of the same goods or services under the same price and other terms.
 - Almost all COG member bids and requests for proposals and many executed contracts include a rider clause.



Cooperative Purchasing Overview

Parameters on Contract Riding

- Must be competitively procured to be used by other agencies
- To use the rider clause the contract must be active or very recent
- Must be the same or very similar scope of work or product
- Works best on commodities
- “Project” oriented solicitations do not port well into rider contracts.
- A & E services do not translate well into cooperatives unless they are bid on a time and materials basis
- Virginia law has limitations on construction contracts
- Can be used outside NCR if parties agree and wording allows for it

- COG has advantages in being legally allowed to do procurements in all three NCR jurisdictions

- Who participates
 - Local jurisdictions and NPO’s.
 - No private businesses.



Mid-Atlantic Purchasing Team (MAPT)



- Joint partnership between the Metropolitan Washington Council of Governments (COG) and the Baltimore Metropolitan Council (BMC)
- Provides cooperative purchasing opportunities to members throughout the region
- Region covers the District of Columbia, central Maryland, and Virginia suburbs

Mid-Atlantic Purchasing Team (MAPT)



- MAPT webpage - www.midatlanticpurchasing.net
 - Registering vendors (over 25,000 in the system)
 - Advertising solicitations (over 200 in the system right now)
 - Tracking contracts for COG and BMC members (over 500 current contracts in the system)
- Local businesses can register on the MAPT webpage and bid on offerings in the entire region
- Website offers a lockbox e-solicitation system available to COG and its members. All COG bids/RFPs are now processed electronically

Chief Purchasing Officers Committee

- Chief Purchasing Officers Committee (CPOC)
 - Chief purchasing offices of member localities & regional entities
 - Meets regularly throughout the year
 - Discuss purchasing opportunities in the region and share information on solicitations and contracts
- CPOC Members
 - COG jurisdictions – 24
 - Other local governments – 3
 - COG region schools/colleges – 10
 - Other public agencies – 3
 - Water & sewer authorities – 7
- Baltimore region (jurisdictions, schools, public agencies, state) – 20
- Subcommittees – Water & Sewer, Energy, Public Safety



MAPT/COG Rider Clause

The Mid-Atlantic Purchasing Team (MAPT) is the agreement between the Metropolitan Washington Council of Governments (COG) and the Baltimore Metropolitan Council (BMC) to aggregate the public entity and non-profit purchasing volumes in the Maryland, Virginia and Washington, D.C. region (“Region”).

Format

A lead agency format is used to accomplish this work. This Participating Agency, serving as Lead Agency for this procurement, has included this MAPT Cooperative Rider Clause. This allows other public entities to participate pursuant to the following Cooperative Rider Clause Terms and Conditions:

Terms

Any public entity participating in this procurement (“Participating Agency”), through their use of this Cooperative Rider Clause, agree to the terms and conditions of the resulting contract to the extent that they can be reasonably applied to the Participating Agency.

A Participating Agency may also negotiate additional terms and conditions specific to their local requirements upon mutual agreement between the parties.

MAPT/COG Rider Clause

Other Conditions - Contract and Reporting

The resulting contract shall be governed by and "construed" in accordance with the laws of the State/jurisdiction in which the Participating Agency is officially located;

To provide to MAPT contract usage reporting information, including but not limited to quantity, unit pricing and total volume of sales by entity, as well as reporting any Participating Agency added on the contract, on demand and without further approval of Participating Agency;

Contract obligations rest solely with the Participating Agency only; and

Significant changes in total contract value may result in further negotiations of contract pricing with the Lead Agency and any Participating Agency.

In pricing and other conditions, contractors are urged to consider the broad reach and appeal of MAPT with public and non-profit entities in this Region.

In order to ride an awarded contract, a COG Rider Clause Approval Form must be completed and approved by the Lead Agency.

Current Cooperative Contracts

Current COG Contracts	Description/Notes	Currently Participating Jurisdictions/Agencies
Search and Rescue Software	Local and national software for using in search and rescue operations	Contract awarded November 2019.
Subscriber Radios	Public Safety Radios for use by Fire, Police and Parks. State of the art products available to ride with savings of 35% or more over current models.	Contract being finalized.
Health & Wellness Training	Health and wellness training	Two contracts, awarded fall 2018
Ice Melt	Sidewalk salt for local agencies	ChCoPS, CP, Frederick, DCPW, PGCoPS, WSSC
Water/Wastewater Treatment Chemicals	Water and wastewater treatment chemicals for regional agencies	AlexRenew, Bowie, PWSA, StaCo
Master Contract for Public Safety Training	This is a master contract with 10 consultants to provide services in the public safety area	Eleven contracts, awarded January 2021
Bottled Water	Bottled water and emergency supply water	CecilCoPS, FrederickCo, HCo, MontCollege, WMATA - Awarded April 2019
Self Contained Breathing Apparatus (SCBA)	Emergency equipment award for use in region's fire service agencies	Four contracts, awarded April 2019
Temporary Staffing Services	Temporary staffing solicitation for temporary and temp to hire services	COG solicitation with rider clause. Fourteen contracts effective June 2019



Current Cooperative Contracts

Active Member-Led Contracts available to ride

Gasoline	Bulk purchase of gasoline of over 10 million gallons per year saving between \$300,000-\$500,000 per year.	Alexrenew, AAPS, Bowie, Alexandria, Falls Church, Fairfax, Gaithersburg, Greenbelt, Rockville, FCo, HarCo, MCo, MCoPS, PGCo, PRTC, PWCo, PWCSA, Herndon, WMATA
Diesel Fuel	Bulk purchase of diesel fuel of over 30 million gallons per year resulting in saving between \$1-2 million per year.	Alexandria, AAPS, Bowie, CP, FCo, Greenbelt, Herndon, HCo, MWAA, MCoPS, MCo, PRTC, PGCo, PWSA, Rockville, M-N CPPC, UOSA, WSSC
P-Cards	P-cards services for local governments providing discounted transaction costs.	Alexandria, ACo, DC, FCo, Falls Church, FrederickCo, FrederickCoPS, M-N CPPC, COG, MCo, MCoPS, PGCo, PWCo, Rockville, StafCo, WashCo
Road Salt	Local government road salt contract facilitating the purchase of over 100,000 tons of salt per year.	Alexandria, AAPS, ACo, Bowie, ChCo, CP, Falls Church, Fairfax, Frederick, Gaithersburg, Greenbelt, Herndon, Leesburg, LCo, MCo, MCoPS, PGCo, PGCoPS, PWSA, Rockville, Vienna, WMATA
Furniture - MAPT	Contract with multiple companies for a variety of furniture products	AACo, BaltCo, CalCo, CecilCo, ChCo, HCo, M-N CPPC, COG, MCo, PGCoPS, Rockville, StMary, BelAir, WashCo, ESSC, WicoCo, Worchester Co
Office Supplies - MAPT	Broad contract for office supplies with gross sales of over \$14 million and an estimated savings of over \$2 million for participants	AACoPS, ChCoPS, Falls Church PS, HCo, COG, PWCoPS, StMaryPS, Wicomico Co
Electricity – BRPC	Maryland electric cooperative	AACo, Aberdeen, Balt, BaltCo, CarCo, Annapolis, Bowie, HarCo, HCo

Master Contracts

- COG has begun Master Contracts frequently for project, engineering, and design services.
- This is based on an Indefinite Delivery Indefinite Quantity (IDIQ) style solicitation.
- The process starts with a Request for Qualifications (RFQ) solicitation.
- Multiple awards are given to qualified firms who later offer proposals for task orders issued under the Master Award.
- This saves time and money in doing full scale procurement and contracting processes for each project.

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