



NJPA
National Joint Powers Alliance®

Presenter

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National Joint Powers Alliance® (NJPA)

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Purpose of this discussion.....

- Who is the National Joint Powers Alliance®
NJPA ?
- Outline a clear understanding of the value of the national contracts that NJPA holds for, and with, our members.
- What is in it for you and your agency

One Simple Request.....

- You are encouraged to not leave this discussion with a question or concern.
- If questions come up, we'll address them now or at the break.
- If you have a concern, question or situation, there is an excellent chance others have the same.
- Do the group a favor..... ask the question
- I want your doubts addressed, here if possible.

Who is NJPA ?

- NJPA is the National Joint Powers Alliance®.
 - A municipal contracting agency, established, enabled and directed by state statute
 - Directed to serve all government, education and non-profits nationally – more than 25,000 members
 - No cost, No obligation, No liability membership
 - NJPA employees are public employees and employed under the same status as other municipal agencies.
 - Governed by public elected board of directors
 - Audited annually, with the results submitted to the state

What is a contracting agency...NJPA

- NJPA offers governmental purchasing contracts, which were **competitively** bid nationally
 - We find common needs of members, then “go out to bid”
 - IFB – includes all 50 states
 - IFB requires a national distribution (dealer) network
 - All procurement files are available on our website
 - Monitored by an NIGP Certified Purchasing Official
- 45 nationally recognized awarded vendors
- We bring buyers and suppliers together
 - Creating efficiency in the procurement process
 - Nationally leveraged pricing with discounts up to 70% off list prices
- NJPA provides comfort through our enabling legislation.

Contract Purchasing.....

- No need to establish and/or **duplicate** bid docs or bidding and contract process.
- Leverage established national volume pricing and full line of contracted products.
- Your purchases are made through your local dealers, referencing our awarded contract.
- A valid alternative for Purchasing Agents that won't use negotiated bids.
- **CHOICE.....** is an option Municipals deserve.
 - Products you want
 - Ability to standardize - Reduction of parts inventory
 - "Just in time" inventory in some cases

What About The Legal Authority ?

- NJPA has the authority to establish contracts for Municipals by state law
- Joint Powers Law
- Most municipals nationally accept our bidding process and contracts as meeting their own procurement requirements.
- Comfort level varies from state to state, some are more of a challenge than others, you need to inquire
- Accepting change and a different way to procure
- Acceptance always comes down to local interpretation of laws..... and it always will

Value of NJPA Membership

- Membership with NJPA establishes a “paper trail” between the member and NJPA justifying the contract purchasing decision.
- When you become a member, you receive ownership in this purchasing contract – you are part of NJPA
- Membership allows NJPA to communicate with the members about new contracts through our quarterly newsletter. What do other buyers like or dislike....
- Membership is at no cost, no obligation or liability.

Membership list

- NJPA has over 25,000 members nationally
- To access membership list: www.njpacoop.org
- Click on the “marketing button” on the home page
- Click on “membership” and enter the password “value”
- Bookmark this site as it is updated weekly

Some Local Members!

- **Tenn. State/Fed Departments:**
 - Federal Reserve, Tenn. Housing Dev. Agency, Quality Hospice, Knoxville and Memphis airport Auth.
- **Counties of:**
 - Anderson, Blount, Cambell, Carter, Cheatham, Chester, Cocke, Dickson, Franklin, Gibson, Henderson, Knox, Lincoln, Madison, Montgomery, Rutherford, Sevier, Shelby, Smith, Weakley, Wilson
- **Cities of:**
 - Bristol, Chattanooga, Clarksville, Cookeville, Franklin, La Vergne, Manchester, Martin, Mc Lemoresville, Sevierville, S. Fulton, Spring Field, Watertown

Closing Thoughts.....

- NJPA may not be the answer to all of your budget issues, but we can help in some areas.
- Visit our website to reach your own comfort level with our agency and our contract purchasing alternatives.
- Read your local purchasing laws regarding contract (cooperative) purchasing.
- Contact your local dealer for pricing, using their NJPA awarded contract.
- Why not start today by joining NJPA?

Thank You!

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