

THE PARADIGM SHIFT IN PURCHASING SOLUTIONS

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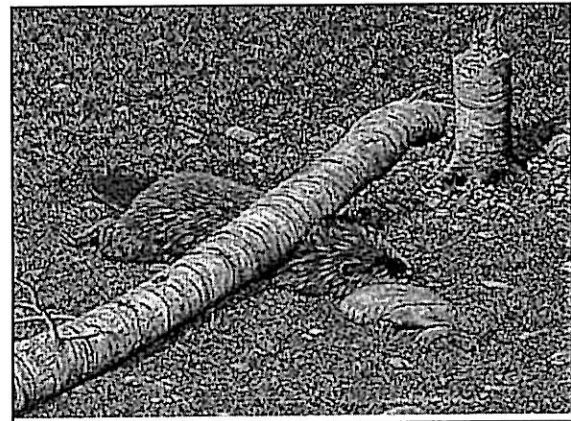


REMEMBER WHEN...??

- YOU KNEW YOU HAD BORN FOR THIS MOMENT
- ALL PRE-PLANNING HAD BECOME ROUTINE AND BORING
- YOU HAD DONE IT A MILLION TIMES BEFORE.....



THINK AGAIN.....



Who is NJPA?

- NJPA is the National Joint Powers Alliance®.
 - Operates under Minnesota Statute 123A.21.
 - Governed by publicly elected board of directors.
 - Receives no Federal or State aid nor do they have taxing or levying authority.
 - THEY ARE "NON-PROFIT".... JUST LIKE YOU!!
 - Offices located in Staples, Minnesota.



NJPA Goals

- Better Value for Members
 - National purchasing power vs. local or state.
 - OUR 'FOOT PRINT' IS BIGGER!
- Increased Efficiencies
 - Focus on core organizational efforts and desires rather than spending time the purchasing process.
 - Higher product satisfaction and cost savings for all.



NJPA Defined

- The National Joint Powers Alliance® (NJPA) is a national contracting organization.
- Serves all qualifying municipal, educational and **NON PROFIT AGENCIES.**
- Leverages the **NATIONAL PURCHASING POWER** of all qualifying agencies; **EVERYBODY COUNTS!**
- Creates an alliance between buyers and suppliers...
 - ...AND "ALLOWS NON PROFITS ACCESS TO **NATIONALLY LEVERAGED PRICING!!**"



One Simple Request

- You are encouraged to not leave this training with a question or concern.
- If questions come up later, contact us.
- No such thing as a dumb question.



**NO !
MORE !!
COMMERCIALS !!!***



(*PER BOB BAYLOR)

**SO,
WHO/WHAT IS
THE NONPROFIT?**



Why 'Go After' the NON PROFIT ("cuz they told us we had to!")

EDUCATION—United States	
K-12 DISTRICTS	14,841
COLLEGE (24yr & PRIVATE)	4,140
GOVERNMENT	
Federal departments	596
State departments (cities, towns, villages, and other such governing groups in the United States.)	30,943
TOTAL GOVIED	50,520



NON PROFITS

Public charities 845,223 (NOT including Foundations* or Religious**)
Reporting public charities 299,033 (Annual revenues over \$25,000)
Revenues \$1,050,000,000,000 (That's TRILLION!)
Assets \$1,819,000,000,000 (ALSO Trillion!)

Private foundations 103,880* (Bill Gates, Lily, etc)
Reporting private foundations 75,478
Revenues \$61 Billion Assets \$455 Billion

Nonprofits 464,521** (US Churches/Religious Centers)
Reporting nonprofits 112,471 (Annual revenues over \$25,000)
Revenues \$250 Billion
Assets \$692 Billion

TOTAL NON PROFITS REPORTED TO IRS **1,425,000**
(28 x THE POTENTIAL!)



WHAT POTENTIAL? FAST FACTS ON

As a country with 2 trillion in assets it would be the 7th largest economy in the world according to GDP data compiled by the World Bank. (Ahead of France, Italy, Russia, Brazil, Mexico). **NON-PROFITS**

- The sector has over \$2 trillion in assets (excluding foundations). If it were a country, it would have the seventh
- With a total workforce of more than 14 million people, the nonprofit sector employs more than 10% of America's work force.
- The Nonprofit sector contributes almost \$322 billion in wages to the American economy; not to mention its 65 million volunteers
- The Nonprofit workforce outnumbers the combined workforces of the utility, wholesale trade, and construction industries in the United States.
- Nonprofits work in every community: caring for returning soldiers, rebuilding cities, educating children, supporting the workforce, nursing the sick, supporting our elders, elevating the arts, mentoring our youth, protecting natural resources, and more.



What if...

Every Non profit (1,400,000) bought \$100 of office products a month and saved 20% with NJPASupplier Business Advantage?

The sales would be \$1,710,000,000
The savings to Non Profits would be \$342,000,000
The admin fee @2% would be \$34,200,000

OR, What if ...

Only 10% of the Non profits participated (140,000)

Sales—171,000,000
Savings—34,200,000
Admin fee—\$3,420,000

OR What if...

Only 1% of the non-profits participated (14,000)

Sales—17,000,000
Savings—3,400,000
Admin fee—\$340,000

...."Yeah...Like that could ever happen?"



WHO ELSE IS OUT THERE?

TCPN
THE (Texas) COOPERATIVE PURCHASING NETWORK

US COMMUNITIES

E & I (Educational & Institutional Coop Purchasing)

National Intergovernmental Purchasing Agency
(look familiar?)

Trinity/HPSI, entegra, MasterSource

And many more !



SPONSORSHIPS AND CONTRACT SUCCESS ARE ESSENTIAL

- PROVIDER is endorsed by, and is partnered with, the American Association of School Administrators (AASA) and the National High School Athletic Coaches Association (NHSACA).
- PROVIDER is also the sole sponsor of the monthly web cast trainings provided by the Association of School Business Officials International (ASBO).

- Sharp Elec.—Copiers/Fax Machine Tremco — Roofing/Weatherproofing
- CDWG — Technical Products/Software Staples - Office and Classroom Supplies
- Grainger - Industrial supplies Steelcase - Premium Office Furniture
- Best Buy— Kitchen Appliances and Televisions



Factors to Consider

Factors to Consider

- Willingness to look at purchasing opportunities from a different perspective?
- Willingness to accept purchasing practices done by other Camps and Conferences in other states.
- Develop a process to avoid duplication
- Utilize resources that improve your efficiencies
- Paradigm shift from the seven words that stifle new ideas:



THE "7 WORDS"

WE'VE NEVER
DONE IT
THAT WAY
BEFORE!!!



Camp & Conference Purchasing

- No need TO ASK THE QUESTION, "Who's going to town!!"
- Leverage national volume pricing, high quality vendors, exceptional services insured by
- Sole source responsibility.
- Reduce the impact of business office staff reductions and budget cuts.



C & C Purchasing (continued)

- Access "just in time inventory". No need to stock large quantities to insure best prices.
- Enjoy the comfort and benefits of purchasing off national contracts procured*, awarded and hosted by a national educational and governmental cooperative.
- Is PROVIDER guided by any legislative authority?
- "What does that mean?"



What are Camp and Conference Centers Looking For ?

- A provider that understands their needs and interests.
- A provider that anticipates their needs, and gives them choice.
- *Camps and Conference Centers are looking for a legal purchasing path that will offer quality products, exceptional service, volume price savings, and time savings.*



What are Camps and Conference Centers Looking For? (cont.)

- Through a confident message that their provider offers a nationally accepted procurement pathway confirmed by other large and small Camp and Conferences all across the country.
- Looking for sole source delivery* and responsibility.
- "What does that mean?"



"What is a Contracting Agency?"...

- A PROVIDER should be annually audited with the results submitted to the state.
- Providers should offer a comfort level through enabling legislation and directive by our state laws.
- Provider is governed by publicly elected officials or board.



Value of CO-OP Membership

- Membership should establish a paper trail between the member and the coop provider. (Start to finish)
- Membership allows provider to communicate with the member/ Membership allows awarded vendors to contact the member and offer contract purchasing opportunities.
- Membership is at NO cost, NO obligation and NO liability.
- Competitively and nationally leveraged contracts, saving Time, Energy and Money.

*Enjoy the value of a national program—
"Regardless of the size of your organization!"*



TIMELY INFORMATIONAL OPPORTUNITIES

- Provider website www.aminimum.org
 - National Purchasing Catalog
 - About Us
 - Quarterly Newsletter
 - Mini CD



Reality Check

- Service with measurable, value added benefits equates to trust and long term business relationships.
- Provider goal should be to help you meet your current and future needs.
- Work with you in the ongoing process of improving efficiencies in your camp/conference purchasing.
- We can have the best ideas, services and contracts but if we lack the ability to get the information to others they become useful only to ourselves.



Reality Check (CONTINUED)

- Encourage membership/ownership in the national program.
- Contracts developed nationally on customer (YOUR!) behalf.
- Encourage your customer to share the cooperative story within their circle of contacts.
- Share your success with other camps in your state and region.

"PLEASE HELP US GET THE WORD OUT!"



Thank You for Your Time and Consideration

"We look forward to serving you!"

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