



# **OMNIA Partners Public Sector**

**Leveraging Cooperative  
Purchasing in a Time of  
Budget Constraints**



## •Goals for Today

- Understand the Challenges Facing Your Procurement Team
- Map Your Challenges to Potential Solutions
- Review Your Current OMNIA Partners, Public Sector Programs
- Prioritize New Opportunities within OMNIA Partners Portfolio
- Value Beyond Cost: Maximize Your Participation **with** OMNIA Partners

# OMNIA Partners Participants Face Common Challenges

- Which of these are familiar? Any that are not listed?

## Operational

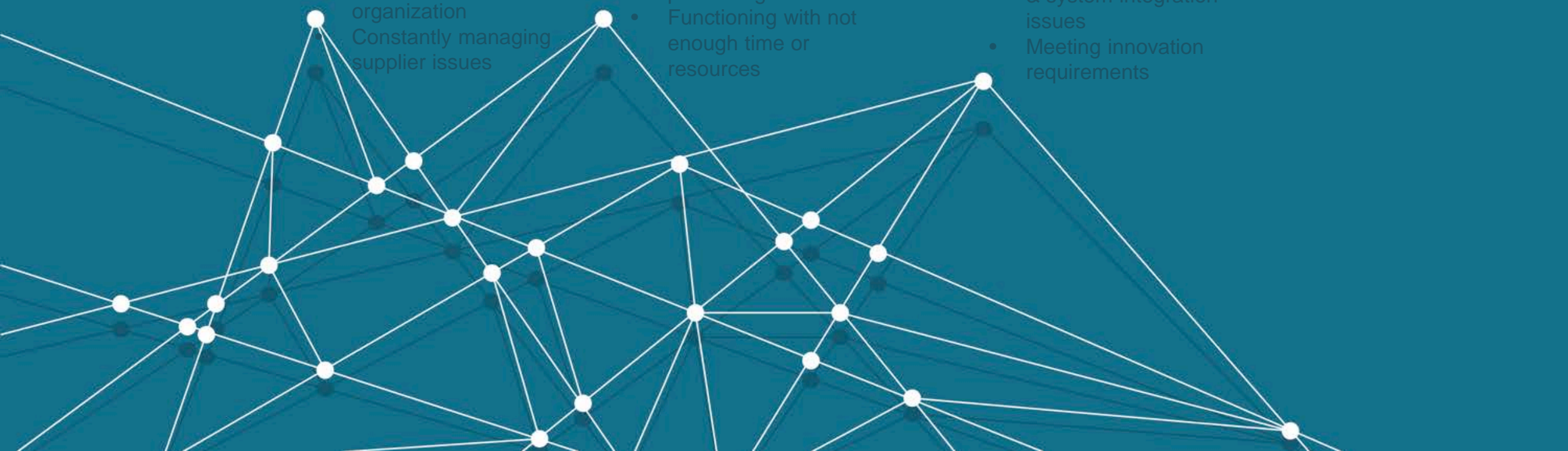
- Meeting cost reduction and savings targets
- Proving procurement's value across the organization
- Constantly managing supplier issues

## Talent

- Finding, developing & keeping talent
- Headcount restrictions preventing success
- Functioning with not enough time or resources

## Data & Technology

- Working with inaccurate or old data
- Digital transformation & system integration issues
- Meeting innovation requirements



- What key initiatives are you planning to execute or goals you are expected to meet over the next 12-18 months?
- What challenges do you face related to talent or capacity required to meet your commitment to the organization?
- What functions or spend categories remain out of scope for Procurement influence?
- Are there any initiatives to drive better spend visibility or procurement process automation?

- COOPERATIVE
- PURCHASING
- OVERVIEW



# Benefits of Cooperative Purchasing



## Factors to Consider

- Process
- Competitiveness
- Transparency
- Experience of Cooperative Organization

- OMNIA Partners
- Public Sector
- OVERVIEW

## Eligible Agencies:

- K-12 School Districts
- Cities & Towns
- Counties
- Universities & Colleges
- State Agencies
- Special Districts  
(Housing Authorities,  
Airports, Water Districts,  
etc.)
- Non-Profits  
(Churches, Associations,  
etc.)

**87,000+**

Public Agencies Nationwide

**60,000+**

Public agencies have utilized  
at least one OMNIA Partners contract  
in the last 12 months



# Power in the Partnership



- OMNIA Partners, Public Sector (subsidiaries National IPA and U.S. Communities) is the nation's largest and most experienced cooperative purchasing organization dedicated to public sector procurement.
- Our immense purchasing power and world-class suppliers have produced a comprehensive portfolio of cooperative contracts and partnerships, making OMNIA Partners the most valued and trusted resource for organizations nationwide.

# OMNIA Partners, Public Sector

## LEADERS

Leading cooperative purchasing organization for public agencies and educational institutions across the United States

## EXPERIENCED

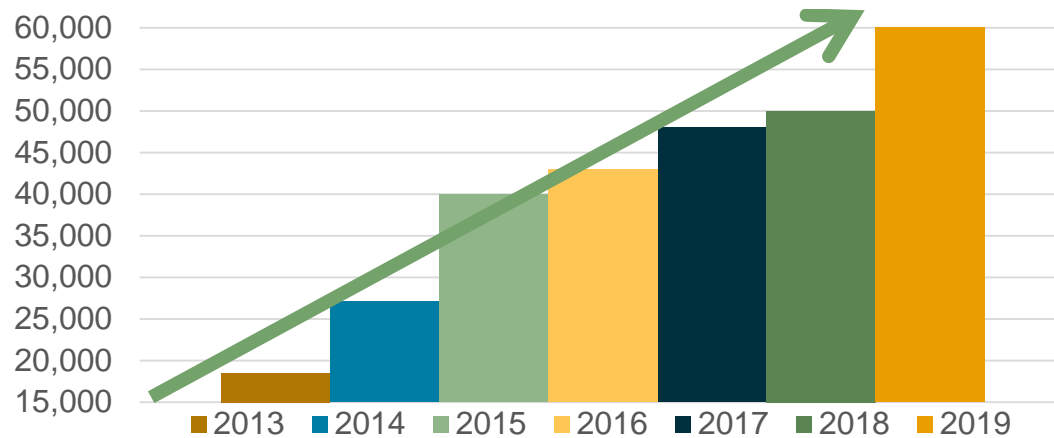
Team of dedicated, certified public procurement professionals, supply chain and cooperative purchasing experts with over 175 combined years of public procurement experience and over 300 years of cooperative purchasing

## COMPLIANT

Each of our 300+ agreements have been obtained through a Request for Proposal (RFP) process by a Lead Public Agency



OMNIA Partners, Public Sector participation has roughly doubled over the last five years, and we are putting the people, processes and technology in place to support our future growth.



**60,000**

Participants  
leveraged at least  
one contract in the  
last 12 months

**\$13B**

In purchasing power

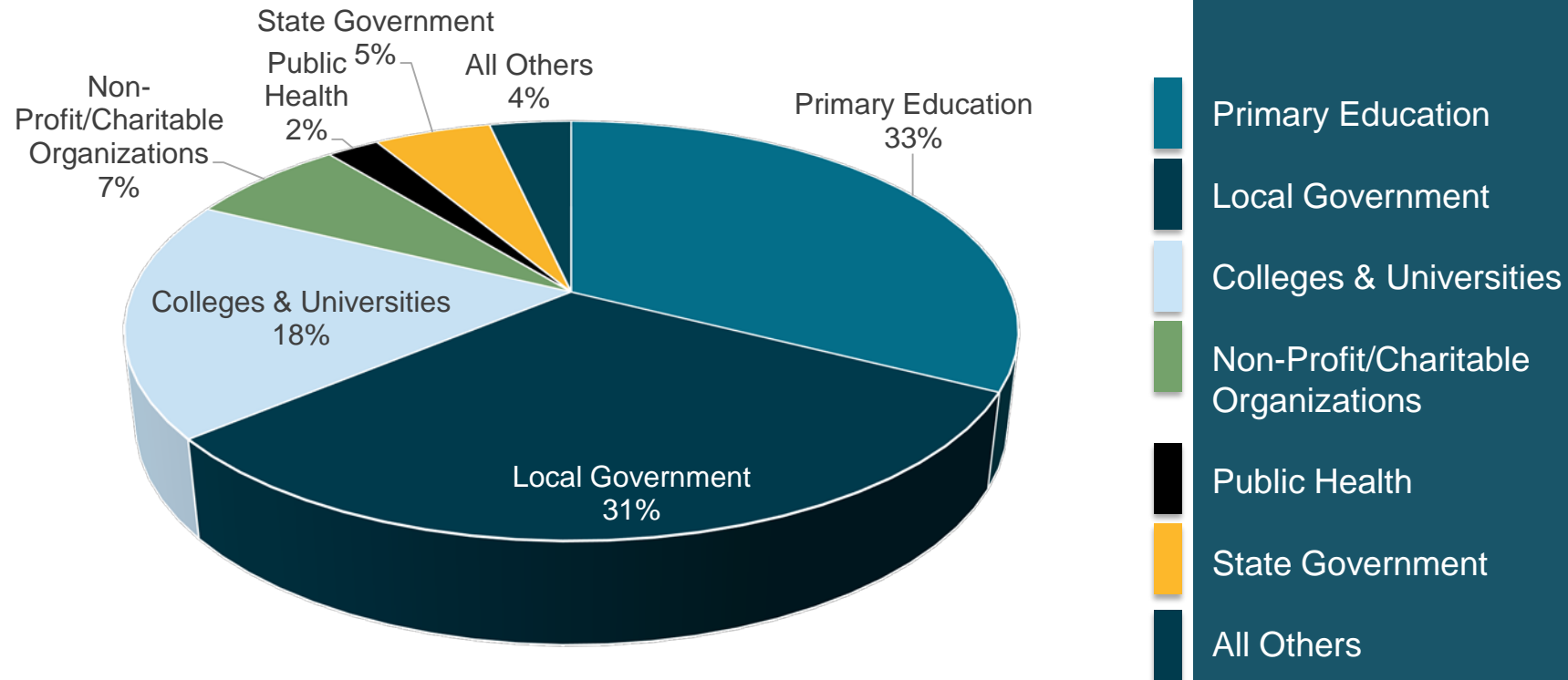
**300+**

Contracts

**98%**

Member Retention

# Participation by Segment



**OMNIA**  
PARTNERS

**RESOURCES  
AVAILABLE**



# OMNIA Partners Web Site

[www.omniapartners.com/publicsector](http://www.omniapartners.com/publicsector)



866-875-3299 | [info@omniapartners.com](mailto:info@omniapartners.com) f in t y i g+

**OMNIA** PARTNERS | Public Sector Power. Access. Trust. [CONTACT US](#)

## There's Power in the Partnership


**OMNIA** PARTNERS  
NATIONAL IPA U.S. COMMUNITIES  
EXPERIENCE • FOCUS • TRUST



State & Local Government



Higher Education



K-12

We are proud to announce that National IPA and U.S. Communities are now part of OMNIA Partners—the nation's largest and most experienced cooperative purchasing organization for the public sector.

Our immense purchasing power and world-class suppliers have produced an extensive portfolio of cooperative contracts and partnerships, making OMNIA Partners the most valued and trusted resource for organizations nationwide.

**OMNIA**  
PARTNERS

**LEAD AGENCY  
SOLICITATION  
PROCESS**



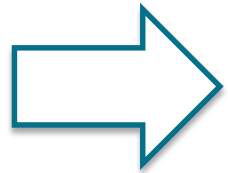
# Our Lead Agencies

OMNIA  
PARTNERS



# Our Lead Agencies

OMNIA  
PARTNERS



# Lead Agency Contracting Process



## Two Key Points to Remember:

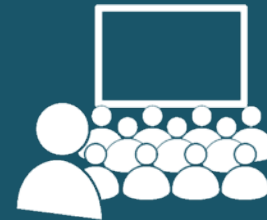
The lead agency owns the contracting process as well as the resulting award to the supplier

All solicitation and award documentation is posted on the OMNIA Partners, Public Sector\* website ([www.omniapartners.com/publicsector](http://www.omniapartners.com/publicsector)) and available in the documentation section of each awarded agreement

(\*Currently, you can find contract documentation on the [nationalipa.org](http://nationalipa.org) and [uscommunities.org](http://uscommunities.org) websites)

# Contract Categories

- Athletic
- Apparel
- Automotive Parts
- Business Products, Machines & Services
- Construction
- Consulting & Professional Services
- Disaster Preparedness, Relief & Restoration
- Equipment Rental
- Facilities/Grounds Maintenance
- Flooring
- Food
- Furniture
- Grounds Keeping and Irrigation
- Heavy Equipment
- HVAC
- Janitorial
- Maintenance & Operations
- Managed Print Solutions
- Office Supplies
- Oracle
- Playground Equipment
- Roofing
- School Supplies
- Technology
- Travel
- Many More!





**OMNIA**  
PARTNERS

**HIGHLIGHT  
SPECIFIC  
AWARDS  
HERE**

# Industry-Leading Suppliers

OMNIA  
PARTNERS

Office  
DEPOT

CDW•G  
PEOPLE  
WHO  
GET IT™

GRAINGER  
FOR THE ONES WHO GET IT DONE

RICOH  
imagine. change.

Insight.  
PUBLIC SECTOR

US.  
FOODS  
KEEPING KITCHENS COOKING™

THE  
HOME  
DEPOT

GraybaR.

CINTAS  
READY FOR THE WORKDAY®

GARLAND  
DBS  
since 1895

TRANE®

amazon business

MYTHICS™  
ORACLE  
Platinum  
Partner

xerox

Club Car

Shred-it®

KONE

Elevators Escalators

DAIKIN

FASTENAL®

School  
Specialty.

CATERPILLAR®

Canon  
CANON SOLUTIONS AMERICA

TREMCO

HON.

SUNBELT  
RENTALS

TORO.

AutoZone

HAWORTH®

HermanMiller

Knoll

Questions?

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