



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

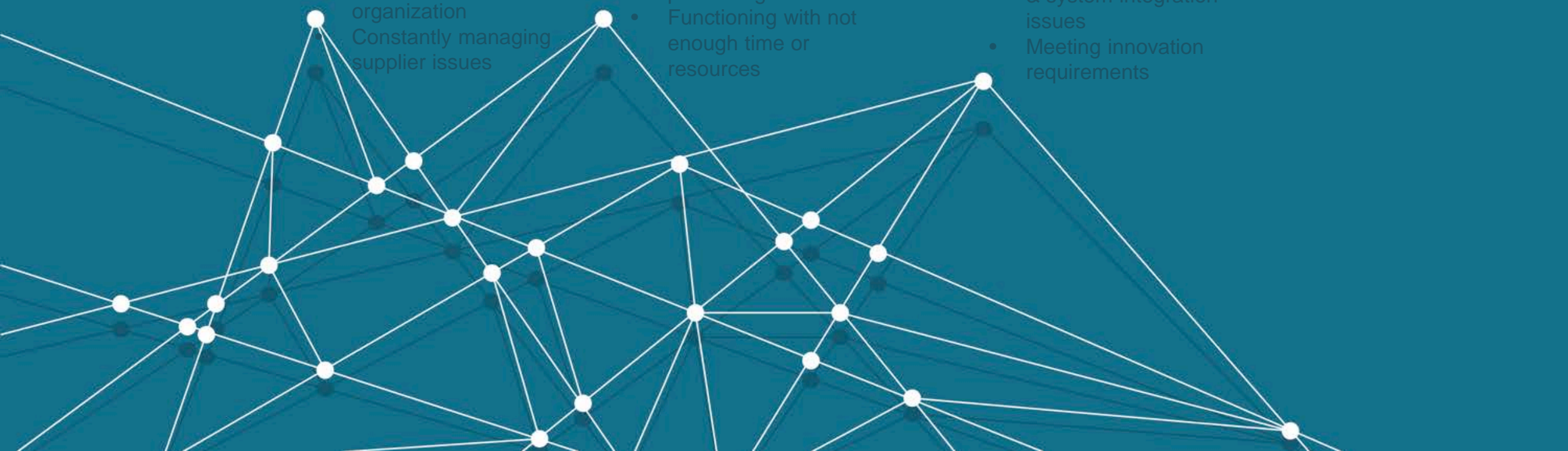
- Meeting cost reduction and savings targets
- Proving procurement's value across the organization
- Constantly managing supplier issues

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

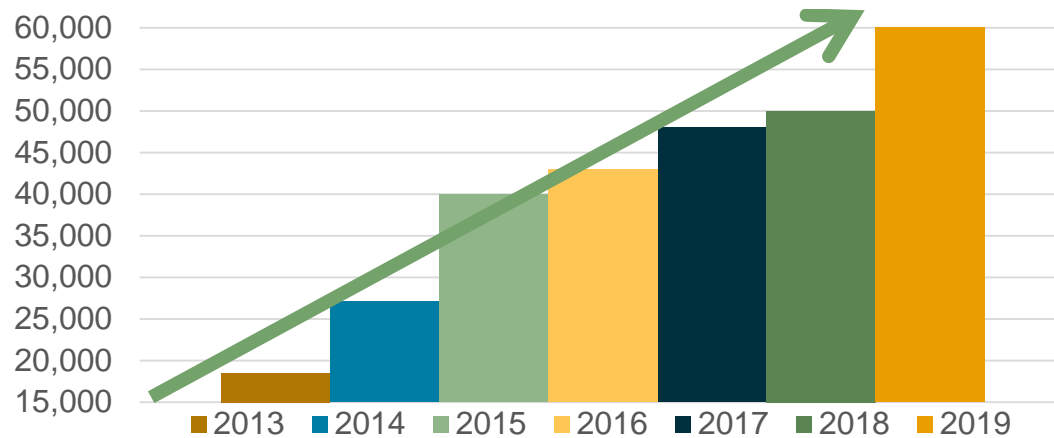
Team of dedicated, certified public procurement professionals, supply chain and cooperative purchasing experts with over 175 combined years of public procurement experience and over 300 years of cooperative purchasing

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

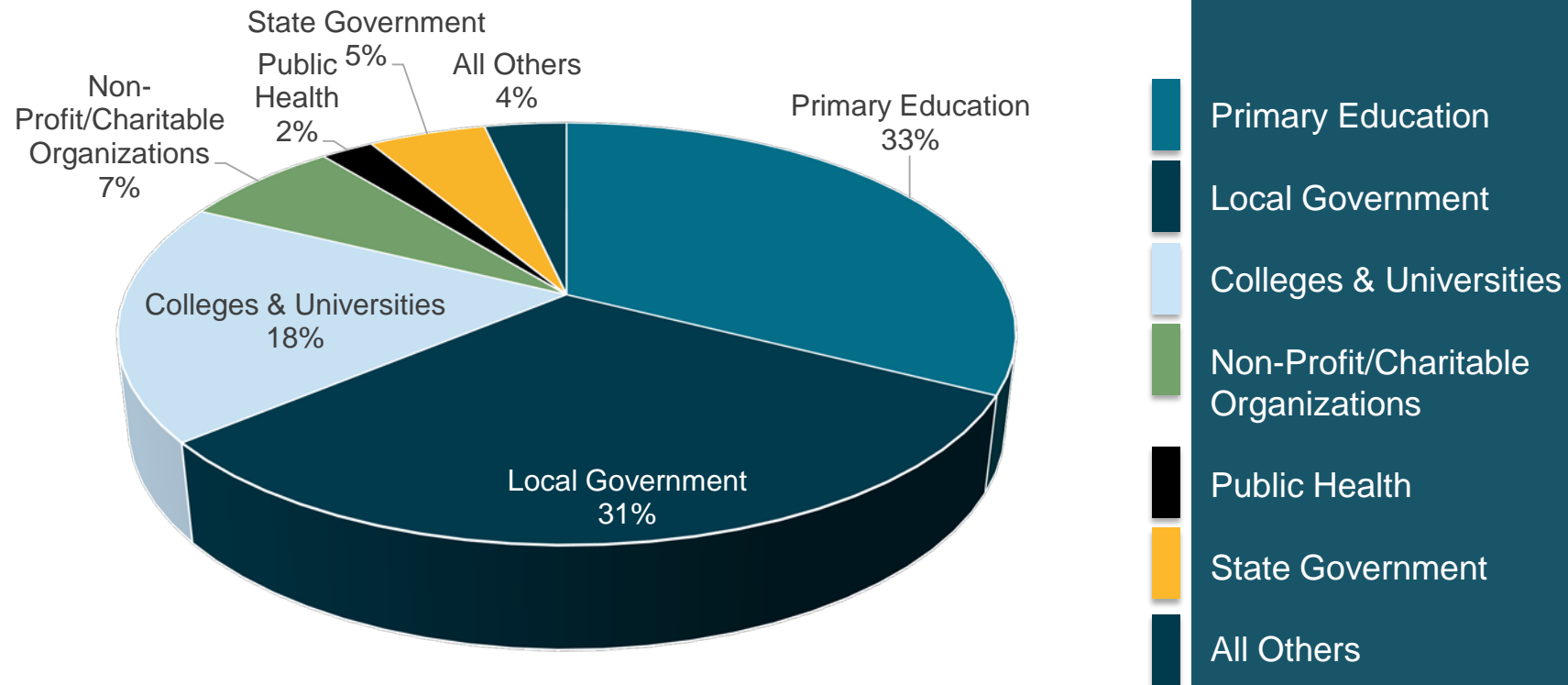
300+

Contracts

98%

Member Retention

Participation by Segment



OMNIA
PARTNERS

**RESOURCES
AVAILABLE**



OMNIA Partners Web Site

www.omniapartners.com/publicsector



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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.



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**LEAD AGENCY
SOLICITATION
PROCESS**

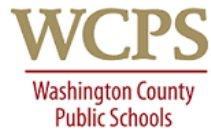
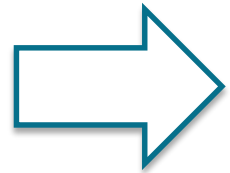
Our Lead Agencies

OMNIA
PARTNERS



Our Lead Agencies

OMNIA
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Lead Agency Contracting Process



Two Key Points to Remember:

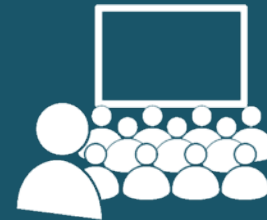
The lead agency owns the contracting process as well as the resulting award to the supplier

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

(*Currently, you can find contract documentation on the nationalipa.org and 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
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**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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