

COOPERATIVE PURCHASING 101

WHAT IS IT AND HOW CAN YOU BENEFIT?



800•222•1272 | info@vanguardroofing.com | Wappingers Falls, NY



WHAT IS COOPERATIVE PURCHASING?

Cooperative purchasing is certainly nothing new, but this purchasing type is likely confusing to those who have never participated before. Definitions vary when describing the practice, but it boils down to this: cooperative purchasing is when a large group joins together to procure goods and services. This group shares a common interest and looks to lessen the

administrative costs and contract compliance issues associated with procurement.

Traditional procurement managers or departments are still going through the long, drawn-out process of identifying the need, evaluating options and budget, writing a Request For Proposal (RFP), hiring a specifier, developing the specification, sending out more RFP's, receiving bids, awarding contracts, processing change orders, coordinating inspections, and completing project closeouts.

Instead, you can use your collective buying power to shorten the cycle through purchasing cooperatives. These groups offer their services to select organizations and agencies, awarding vendors and establishing contracts which allow these organizations and agencies to “piggy-back” and access them to shorten the cycle.

WHO IS ELIGIBLE?

Cooperative purchasing groups typically offer their services to public and private schools (K-12), higher education, cities, counties, non-profits, and other government agencies.

Vanguard Organization is honored to be authorized and approved to install Duro-Last® roofing products, an awarded vendor for Trades, Labor and Material Job Order Contract (JOC #210205) with The Interlocal Purchasing System (TIPS-USA). As an authorized Duro-Last installer, we can help schools, government agencies, and non-profits coordinate their next roofing project with the buying power of the TIPS-USA cooperative!

HOW DOES IT WORK?

By utilizing the TIPS cooperative contract, you can rely on an expedited procurement process. Duro-Last's streamlined roofing project management capabilities allow you to concentrate on your daily responsibilities of ensuring a safe, dry, and comfortable environment for your operations.

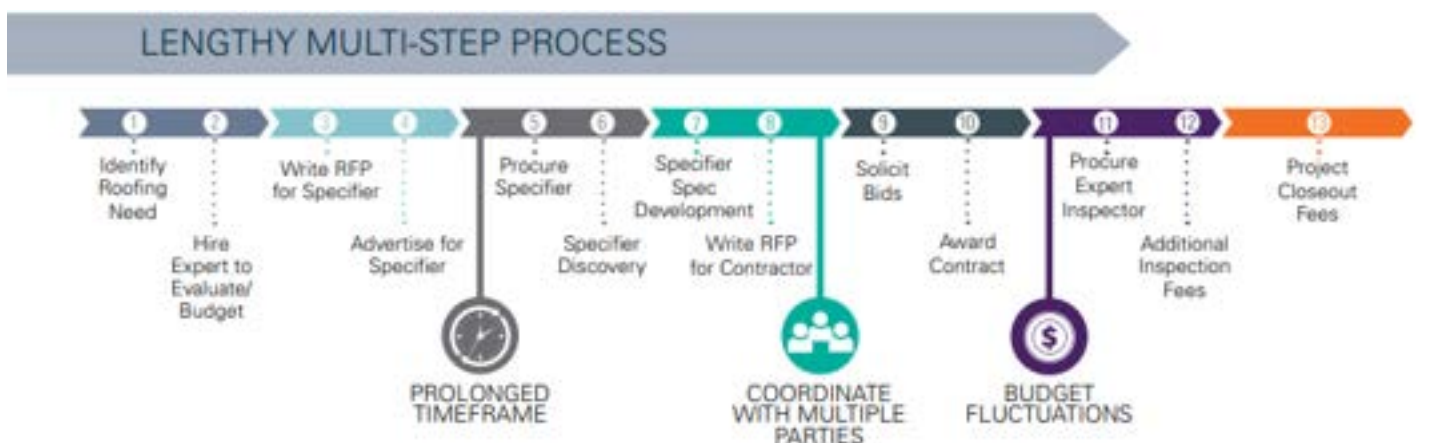
With cooperative purchasing, you will have a well-versed team of professionals overseeing your project. The Cooperative (TIPS) conducts the meetings, issues all the requirements, and negotiates terms with the vendor. Then Duro-Last (the vendor) reviews and evaluates the proposal, working with Vanguard (the local installer) to complete the job.

You can rest assured that there are no hidden surprises; professionals can answer questions or discuss the project and deliverables at each step. This one-stop approach streamlines the procurement process and delivers exceptional quality products and services at an up front, identifiable cost.

CONSTRUCTION PROCESS WITH COOPERATIVE PURCHASING



TRADITIONAL CONSTRUCTION PROCESS



WHO IS TIPS?



TIPS-USA is a national purchasing cooperative that leverages the purchasing power of governmental entities in all 50 states. It is available for use by more than 90,000+ public & private schools, colleges, universities, cities, counties, and non-profit agencies. Through a single lead agency, TIPS bids and awards contracts to vendors under procedures mandated by state procurement regulations.



WHO IS DURO-LAST?

Known as the “World’s Best Roof®”, Duro-Last is the world’s largest manufacturer of custom-fabricated, thermoplastic single-ply roofing systems. Through Duro-Last’s factory controlled custom-fabrication process up to 85% of field seams can be eliminated, meaning there are fewer places for water to penetrate your roofing system. Ideal for any flat or low-sloped applications, including solar-ready roofs, a custom-fabricated Duro-Last Roofing System can lower installation time and costs.

WHO IS VANGUARD ROOFING?



Recipient of the Duro-Last Presidential Award, and an active Duro-Last Quality Assurance Platinum Contractor with 50 years of experience servicing commercial institutions and facilities.

Established in 1972, we are a family-run company specializing in institutional, governmental, commercial, and industrial roofing with over 15 million square feet of installation experience. Now servicing seven states throughout the northeast, we consistently offer superior craftsmanship, exceed customer expectations, are there for our clients 24 hours a day. We are proud to bring professionalism and integrity to all projects no matter the size; contact us today to learn more!

HOW DO YOU ENROLL?

Joining the TIPS Cooperative is **FREE!**

Your organization can save time and money, ensure compliance with rules and regulations, and have access to professional and knowledgeable support throughout the entire process.

All for no up-front costs or annual fees.

To register your organization with TIPS, visit www.tips-usa.com or contact Vanguard Roofing to learn more.



"Duro-Last" and the "World's Best Roof" are registered trademarks owned by Duro-Last, Inc.
"Vanguard Roofing" is owned by Vanguard Organization and logo is copyright protected