

NJPA Advantage.

Official Newsletter of the NJPA.

National Joint Powers Alliance®



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See our national ad as featured in *School Business Affairs* and *University Business* magazines

Vendor/Member Advisory Committees



Mike Hajek,
NJPA Director of
Business Development
and Marketing

At NJPA we value the input we receive from our members and our vendors. We are constantly striving to improve our processes so that we can better meet the needs of our members while offering a streamlined solution that benefits everyone involved.

Recently, NJPA formed a "Vendor Advisory Committee" to address issues that pertain to our ability to better serve both members and vendors. We want input on how we can create more public awareness of our programs and services; how we can help each other achieve our goals! It's one thing for us to develop contracts that benefit our members but they need to benefit our vendors as well if they are going to successfully market them to their qualifying customers.

And then we decided to take the same approach to our members and form a "Member Advisory Committee". We want your input on how our cooperative purchasing program can better meet your needs. What can we do to make your jobs easier; to save you more time and money and offer better purchasing solutions? We want to work with you to build the best procurement program available.

With that thought in mind, we are inviting any interested member that would like to be on our member advisory committee to contact us. We see this group meeting on an annual basis with intermittent conference calls more frequently. In the interim, don't hesitate to contact us with any thoughts or suggestions on how we can better serve you and your organization.

If this is something you would find interesting and would like more information, please contact Mike Hajek at 218-894-5477. ■

Join NJPA Today!

Join over 10,000 other participating members and increase your buying power. You will enjoy discount pricing from over 45 nationally acclaimed vendors with thousands of products, all awarded under a national competitive bid process. Through our enabling legislation, we are able to provide you valued purchasing solutions that will save time, money, and avoid duplication of the competitive bid process. The purchasing process is simple. Submit your no cost membership application online from NJPA, contact the vendor directly and advise them of your participation in our program. You will enjoy...

- No cost memberships available regardless of the size of your organization
- Competitively bid, nationally leveraged contracts
- Offering a choice, though National Contract Purchasing

Visit us on the web and become a member today!

NJPA Membership

CLICK TO JOIN



National Joint Powers Alliance®

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NJPA Exhibits at National Conferences

The National Joint Powers Alliance® recently exhibited at the National Association of Educational Procurement (NAEP) Conference held in San Jose, CA along with several of their contract vendors. This conference was attended by several hundred procurement officers from the higher education arena and NJPA is pleased to announce that over 75 new members signed up at this conference to enjoy the benefits and rewards of high volume, national discount

pricing found in our contracts. We now have upwards of 10,000 members nationally combining their purchasing power to drive down procurement costs.

We just returned from South Carolina where SASBO held their annual conference. NJPA has been a supporter of SASBO for several years and works hard to assist members in finding better solutions to their budget constraints.

We will be exhibiting the NACUBO, NACo and NIGP later

this summer. If you are planning on attending any of these conferences, we invite you to stop by our booth and learn more about the benefits of becoming a participating member. We will give you updates on these conferences in future newsletters. But you don't have to wait until then to become a member and enjoy the benefits of cooperative purchasing. ■

CLICK HERE for
Conference Schedule

New NJPA Strategic Partners & Sponsorships

As NJPA continues to move to the next level, we recognize that our future rests on our relationship with other associations as our strategic partners. We believe that working together in a cohesive manner with American Association of School Administrators (AASA) and National High School Athletic Coaches Association (NHSACA) will catapult NJPA and our members into the future. NJPA also proudly sponsors ASBO International's

Webcast Resources series.

The partnership between NJPA, AASA, and NHSACA represents the level of leadership, cooperation and vision that will establish a pathway to meet the ever changing needs and provide national purchasing solutions for K-12 education across this country", said Mike Hajek, Director of Business Development & Marketing at NJPA.

NJPA shares a unique partnership with AASA. NJPA was awarded

this endorsement as a result of a national RFP process. AASA's section committee awarded NJPA based on the overall ability to:

- Serve as the premier purchasing partner for its membership on a national scope
- Gain access into the procurement of nationally acclaimed vendors
- Matching vision to serve the future needs to public education ■



www.aasa.org



www.hscoaches.org



Association of School Business
 Officials International

<http://asbointl.org/index.asp?bid=24234>

*NJPA proudly sponsors ASBO International's
 Webcast Resources series.*

About NJPA

The National Joint Powers Alliance® (NJPA) is a member-owned cooperative that creates business and service relationships between buyers and suppliers. NJPA currently serves over 10,000 public and non-public educational systems and non-profit and governmental agencies and is governed by publicly elected officials. For more information, please visit www.njpacoop.org or **click here** to view our National Purchasing Catalog.

FOR IMMEDIATE RELEASE:

Oakland Schools Partners With A Leading National Purchasing Cooperative

Sixth Resource Added to Save Money for Local School Districts

WATERFORD, MI – May 30, 2007 — On Tuesday, May 22 at their regular meeting, the Oakland Schools Board of Education unanimously approved entering into a partnership with the National Joint Powers Alliance® (NJPA), a national contracting agency specializing in purchasing cooperative. NJPA is created under Minnesota statute and operates under the Minnesota legislative directive, whose purpose is to serve its membership by bringing national volume pricing to them through competitively bid contracts and agreements.

By partnering with NJPA, Oakland Schools will enable schools in Oakland County and the State of Michigan to save money by choosing between several national competitively bid contracts for supplies, materials, equipment, and services.

This free service is the sixth such cooperative resource that Oakland Schools has added to

a growing number of money-saving services for local school districts – and beyond.

Approving the contract made Michigan the second state in the US to form a statewide partnership with NJPA. Participation and membership with NJPA is at no cost to local districts and as a result of the partnership Oakland School will now be in a position to market a plethora of cost-saving national contracts for essential goods and services to schools throughout Michigan. In the past year, purchases using NJPA contracts exceeded \$100 million nationally. NJPA is endorsed and is partnered with the American Association of School Administrators (AASA) and the National High School Athletic Coaches Association (NHSACA). NJPA is also the sole sponsor of the monthly web cast trainings provided by the Association of School Business Officials International (ASBO).

“This is part of our ongoing commitment by Oakland Schools to provide the school districts we serve with opportunities to take advantage of competitively bid contracts for quality products and services that will save school districts significant dollars,” said Robert Moore, Deputy Superintendent.

For more information about the new NJPA coop, please contact Mike Rangos, Director, Regional Services, Oakland Schools, at 248.209.2209. You can view the many money-saving procurement resources offered by Oakland Schools at <http://www.oakland.k12.mi.us/cooperativecontracts>

For more information about membership NJPA in support of the Oakland Schools partnership, go to <http://www.njpacoop.org/>

FOR IMMEDIATE RELEASE: National Bid Contracts Awarded



NJPA Announces National Contract Award to Samson Equipment

June 18, 2007 – NJPA announces national contract award (IFB # 061507) to Samson Equipment for its Exercise Related Equipment, Supplies, and Accessories bid category. Samson Equipment is highly respected in its industry for superior product quality and their ability to serve members of NJPA on a national scope.

“Samson Equipment represents the level of quality, service, and commitment that NJPA members expect. In addition with our NHSACA relationship, Samson Equipment is now positioned to offer high quality athletic packages to athletic directors and coaches in all 50 states”, said Mike Hajek, Director of Business Development and Marketing at NJPA.



Samson Equipment was awarded the national contract in its category from a national competitive bid process. Samson Equipment response scored the highest in product quality, volume discount pricing, and the overall customer service experience.

NJPA Announces National Contract Award to Williams Scotsman

NJPA announces national contract award (IFB # 041807) to Williams Scotsman for Portable/Modular Classroom and Office Space bid category. Williams Scotsman is the solutions leader in turning overcrowded classrooms, assembly halls, and administrative offices into productive learning and working environments. With a fleet of over 115,000 mobile offices, classrooms and storage units and their unique Concurrent

Construction method available for Modular Buildings, Williams Scotsman can provide everything from a simple construction trailer to complex, multi-story buildings such as schools and medical facilities.

“Williams Scotsman is a blue chip company that has already demonstrated it knows how to market a national contract. The newly awarded National Joint Powers Alliance contract will only enhance

their share in the market place and will also greatly benefit their many new customers”, said Ray Gildow, Contract Manager at NJPA.

With thousands of satisfied customers and over 90 offices throughout North America, Williams Scotsman’s local representatives have the specific expertise to deliver an efficient, cost-effective, code compliant solution for members of NJPA.



STAPLES
Business Advantage

NJPA
National Joint
Powers Alliance®



A: Galaxy Indoor Scoreboard

No matter where you look,
**we're right
there**

Scoreboard Appreciation Incentive

Every school or district that commits to an office supply agreement and achieves a volume threshold listed below with Staples Business Advantage (SBA) will receive a free indoor scoreboard! This special offer is made possible for members of the National Joint Powers Alliance. To be eligible for this promotion, you must become a new, committed customer by 12/31/07. To sign up with SBA, you can register at the URL listed below.

Scoreboard Specifications:

A: Galaxy Ultimate Indoor Scoreboard (\$2,800 value):

Wall mounted scoreboard comes with features that will enhance any gym. Size 78"W x 36"H x 3"D, weight 75 lbs. Includes a free wireless console (\$1200 value). 5 year limited warranty. Shipped via UPS. Installation not included.

B: Galaxy Portable Collegiate Scoreboard (\$1,299 value):

Collegiate scoreboard will give you the professional look and function of many of the expensive scoreboards but with the cost everyone can afford. 6½" LED digits, weight 20 lbs, size 40" L x 30" H x 2.5" W. Includes a free wireless remote (\$649 value). 1 year limited warranty. Shipped via UPS. Installation not included.

Sign up through our website today at:

www.StaplesBusinessAdvantage.com/contract/NJPA



B: Galaxy Portable Scoreboard

Volume Commitments:

- \$75,000 - \$149,999.99 qualifies for 1 Portable
- \$150,000 - \$299,999.99 qualifies for 1 Ultimate or 2 Portable
- \$300,000 - \$499,999.99 qualifies for 2 Ultimate or 4 Portable
- \$500,000 - \$749,999.99 qualifies for 3 Ultimate or 6 Portable
- \$750,000+ qualifies for 4 Ultimate or 8 Portable

Above lists the required purchase commitment through Staples Business Advantage. Staples Retail store purchases do not qualify. Scoreboards cannot be substituted or combined with any other offer.