



*The Professional Association for  
Cooperative Procurement*



## NEED A SESSION ON COOPERATIVE PROCUREMENT?

*Whether you are a first-time meeting planner, or have chosen speakers for many conferences, we've got you covered!*



### FOR YOUR CONFERENCE, A SPEAKER SHOULD:

- Be knowledgeable in their area of expertise
- Have the latest updates and news about the industry
- Add value to your conference and tailor to your theme
- Provide real information for tangible next steps
- Keep the audience engaged



NCPP has available speakers and materials to offer for your regional or national conference. Presented by knowledgeable and dynamic speakers, your audience will learn the latest in cooperative procurement best practices, hear successful case studies and work through interesting scenarios. This will be an opportunity for your conference to gain a well-respected speaker who knows cooperative procurement.

#### **Cooperative Procurement: Creating a Strategy to Drive Savings and Transform Your Procurement Process**

This course is great for someone who is new to cooperative procurement, or wants to learn more about creating a real strategy. Understand more about the history of cooperative procurement and government purchasing, discover ways that cooperative contracts can assist in your purchasing role, delineate when using a cooperative may or may not be the best idea; decipher the right questions to ask through the "Road Map to a Cooperative Procurement Strategy." **(1 hour)**

#### **Taking Your Cooperative Strategy to the Next Level**

This course takes you past the basics. Learn ways to leverage real savings (in time and money) that a cooperative procurement strategy can bring to your organization. Learn innovative procurement tactics of other agencies, unveil approaches when emergencies arise, and ask the right questions for analysis needed to conform with your own policies. Taking it a step further, discover how to educate your own internal teams (i.e. attorneys, City Council) on the benefits of moving to a cooperative contract. This interactive session also includes real examples and scenarios to help guide that decision process. **(1 hour)**

#### **Your Organization Wants What?**

#### **Cooperating to Achieve your Agency's Social Goals**

When a government agency proposes a social or economic goal, it's generally up to Procurement to deliver! Whether it's MBE/WBE/DVBE or small business participation, environmentally preferred or green products; local preference or unique political mandates, procurement has to make it happen through its policies and contracting activities. At the same time, organizations expect to save money...and those differing goals don't always align themselves. Discover how cooperative procurement and strategic suppliers might help procurement achieve those social goals and still bring forward a best value proposition. Learn to think outside of the box and hear real stories of how other procurement teams have succeeded! **(1 hour)**

#### **Cooperative Procurement: Just Like a Country Song**

As a huge country music fan, NCPP Executive Director Tammy Rimes also has a famous singing cousin. But Tammy chose a much more exciting career – that of a Purchasing Agent! Combining her knowledge of both, Tammy is passionate about sharing how cooperative procurement and country music have so much in common. This informative and fun presentation will help you discover ways in which this contracting tool can help with emergency preparedness, construction projects and unique products that you may not be aware of. Highlighting case studies where procurement teams "rocked", this session includes a panel of NCPP cooperative partners. Whether you work in a big city or a small country town, sing a different "tune" by taking your cooperative strategy to the next level. **(1.15 hours)**

\* For larger conferences (300+) with a vendor exhibitor hall



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**The National Cooperative Procurement Partners Association provides a “voice” for the industry, creates the most up-to-date educational content, and helping to develop the future of cooperative procurement across the country. The momentum is growing... join today!**



## MEMBERSHIP WITH NCPP

Whether it's monitoring legislative activities that may limit or expand the opportunities for using a cooperative, providing training, or creating educational content for public procurement professionals on using cooperatives, NCPP is here to support your teams.

### Public Procurement Partner Membership - FREE

This level is ONLY for employees who work for a government agency, city, county, non-profit, school district or higher education institution.

#### BENEFITS INCLUDE:

- Latest updates and news on cooperative procurement
- Complimentary attendance at all NCPP webinars
- Monthly e-newsletter on educational topics related to cooperative procurement
- Free sample package of educational materials

**Vision: To support all stakeholders in leveraging and utilizing a cooperative procurement strategy to best serve the public good**

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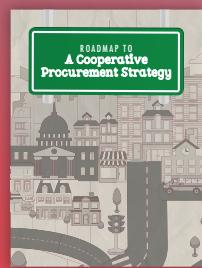
## FREE EDUCATIONAL RESOURCES!

Cooperative Procurement:  
Today's Contracting  
Tool / Tomorrow's  
Contracting Strategy  
*White Paper by Harvard's Ash Center*

### FIRST AID KIT



### ROAD MAP TO A COOPERATIVE PROCUREMENT STRATEGY



***“Cooperative purchasing clearly can add value. The primary advantage for acquisition officers will be the opportunity to push routine work off to nationally accepted practitioners and/or to secure specialized expertise from those cooperatives and, in turn, free up their time and funds for more complex and unique issues.”***

**— STEPHEN GOLDSMITH**  
*Harvard Kennedy School of Government's Ash Center*