

Are you ready to outsource one or more of your financial aid services but not looking forward to the RFP process? **We have a solution – cooperative buying.**

Your state allows for cooperative buying also known as piggybacking on another valid contract. Contracts that have been competitively bid by another public higher education institution (in-state or out-of-state) can in some instances be utilized by another college or university assuming the secondary institution follows the same terms as the original contract.

### Consider the Advantages

- **Competitive pricing.** Since the contract has already been competitively bid, you leverage the negotiating power of the original contract, which may be for a larger institution and more competitively priced than you are able to secure on your own.
- **Eliminate the hassle of an RFP.** RFPs take precious time and resources. You and others at your institution could spend hours writing the RFP document, holding vendor meetings, reviewing responses, negotiating contract and pricing terms, and selecting the right vendor.
- **Quicker startup.** Leveraging an existing contract saves time and allows you to implement the products and services much quicker than going through an entire RFP and contracting process.

We are here to help connect you with higher education institutions that have already competitively bid our services to take the worry out of the competitive bidding process for you because it has already been done. Taking advantage of this opportunity allows you to quickly implement our services and stay focused on what is important – your students and helping them succeed!

#### ARKANSAS

19-11-206: Definitions concerning intergovernmental relations as used in this subchapter, unless the context otherwise requires:

1. "State public procurement unit" means the Office of State Procurement and any other procurement agency of this state:
2. "Local public procurement unit" means:
  - A. Any county, city, town, state agency, and any other subdivision of the state or public agency thereof,
  - B. Any fire protection district;
  - C. Any regional water distribution district;
  - D. Any rural development authority;
  - E. Any public authority;
  - F. Any public educational, health, or other institution;
  - G. Any nonprofit corporation during such time that it contracts with the Division of Developmental Disabilities Services of the Department of Human Services to provide services to the developmentally disabled, provided the contract exceeds seventy-five thousand dollars (\$75,000) per year;

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H. Any nonprofit corporation providing fire protection services to a rural area or providing drinking water to the public in a rural area;

I. Any nonprofit corporation which contracts with the Department of Human Services, provided that the contract includes provisions for transportation services, and the contract exceeds seventy-five thousand dollars (\$75,000) per year; and

J. To the extent not prohibited by law, any other entity which expends public funds for the acquisition or leasing of commodities and services;

3. "Public procurement unit" means either a local public procurement unit or a state public procurement unit;

4. "External procurement activity" means any buying organization not located in this state which, if located in this state, would qualify as a public procurement unit. A. An agency of the federal government is an external procurement activity; and

5. "Cooperative procurement" means procurement conducted by, or on behalf of, more than one (1) public procurement unit or by a public procurement unit with an external procurement activity.

#### **19-11-249: Cooperative purchasing.**

Any public procurement unit may either participate in, sponsor, conduct, or administer a cooperative purchasing agreement for the acquisition of any commodities or services with one (1) or more public procurement units or external procurement activities in accordance with an agreement entered into between the participants. Such cooperative purchasing may include, but is not limited to, joint or multiparty contracts between public procurement units and open ended state public procurement unit contracts which are made available to local public procurement units.

## **Get Started Now**

Contact your business development partner, call 888.529.2028 or email [InceptiaCS@inceptia.org](mailto:InceptiaCS@inceptia.org) and we can help you get the most out of your contracting options with your purchasing department.

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