

## 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!

#### **SOUTH CAROLINA**

Title 11 Public Finance  
Chapter 35 South Carolina Consolidated Procurement Code  
Article 19 Intergovernmental Relations

§ 11-35-4610. Definitions of terms used in this article

As used in this article, unless the context clearly indicates otherwise:

- (1) "Cooperative purchasing" means procurement conducted by, or on behalf of, more than one public procurement unit, or by a public procurement unit with an external procurement activity.
- (2) "External procurement activity" means:
  - (a) any buying organization not located in this State which would qualify as a public procurement unit;
  - (b) buying by the United States government.
- (3) "Local public procurement unit" means any political subdivision or unit thereof which expends public funds for the procurement of supplies, services, or construction.
- (4) "Mandatory opting" is the requirement for a local procurement unit to choose whether to utilize a state contract before it is established as prescribed in regulation by the board.
- (5) "Public procurement unit" means either a local public procurement unit or a state public procurement unit.

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(6) "State public procurement unit" means the offices of the chief procurement officers and any other purchasing agency of this State.

§ 11-35-4840: Cooperative use of supplies or services.

Any public procurement unit may enter into an agreement in accordance with the requirements of Articles 5 and 15 of this chapter with any other public procurement unit or external procurement activity for the cooperative use of supplies or services under the terms agreed upon between the parties; provided, that such cooperative use of supplies or services shall take place only when the public procurement units have good reason to expect the cooperative use to be more cost effective than utilizing their own supplies and services.

## 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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