

## 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!

#### PENNSYLVANIA

Title 62 Procurement (Pa.C.S.A.)  
Part I Commonwealth Procurement Code  
Chapter 19 Intergovernmental Relations

##### 62 Pa.C.S.A. § 1901. Definitions

The following words and phrases when used in this chapter shall have the meanings given to them in this section unless the context clearly indicates otherwise:

"Cooperative purchasing." Procurement conducted by or on behalf of more than one public procurement unit or by a public procurement unit with an external procurement activity.

"External procurement activity." A buying organization not located in this Commonwealth which if located in this Commonwealth would qualify as a public procurement unit. An agency of the United States is an external procurement activity.

"Local public procurement unit." A political subdivision, public authority, educational, health or other institution and, to the extent provided by law, any other entity, including a council of governments or an area government, which expends public funds for the procurement of supplies, services and construction, any nonprofit corporation operating a charitable hospital and any nonprofit fire company, nonprofit rescue company and nonprofit ambulance company.

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"Public procurement unit." A local public procurement unit or a purchasing agency.

62 Pa.C.S.A. § 1902. Cooperative purchasing authorized

A public procurement unit may either participate in, sponsor, conduct or administer a cooperative purchasing agreement for the procurement of any supplies, services or construction with one or more public procurement units or external procurement activities in accordance with an agreement entered into between the participants. Cooperative purchasing may include, but is not limited to, joint or multiparty contracts between public procurement units and open-ended purchasing agency 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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