

The following links and/or pages were distributed to the  
Board on May 18, 2018

# | Purchasing Efficiency

Outlining the Aggregated buying power of the  
Nation's Leading Cooperative Purchasing Program

**Nevada Association of Counties**

**Dane Windsor, National Association of Counties**

**May 18<sup>th</sup>, 2018**

**Stronger Counties. Stronger America.**





**Stronger Counties. Stronger America.**

IMPOSSIBLE

Challenges of today's procurement process

LACK OF RESOURCES

NEED TO SAVE TAXPAYER  
DOLLARS

TURNOVER & LESS TIME

# Common Procurement Challenges

- Not Enough Staff to hunt down Best Deals
- Cost of Goods/Services steadily rising while Budgets are not
- State Requirements to Publicly Solicit Large Purchases over certain spend threshold
- No time to go to bid during a Disaster, Paying Premiums
- **Public Purchaser Feedback**
  - “Bid Process in many instances can take longer than 60 days and in some cases several months”
  - “The re-signing of existing/expiring contracts typically takes about 30 days, if we don’t miss an approval meeting”

# Program Value

- Free Program built to ensure the Responsible use of Public Funds
- Agencies can Do More with Less, Average Savings between 10%-20%
- Access to Rolodex of Existing Contracts, Solicitation Effort done for you
- Satisfies the Requirement to go to Bid, whatever your Spend Threshold may be
- Buying Agency can insert their own Terms and Conditions to reflect their own buying needs – Same discount without buying bulk
- Buying along with Thousands of Agencies nation-wide, for Maximum Aggregation of buying power
- Revenue Stream for State & National Sponsors without seeking new members or hiring additional staff

# Well Rounded Solutions

-  **Facilities**
-  **Office & School**
-  **Specialty**
-  **Technology**

# Innovative Resources

- **Online Shopping Portal**
- **Educational Webinars**
- **User Trainings**
- **State Statutes**

- Food Services**
- Furniture**
- Technology/Devices**
- Facility Maintenance**
- Amazon Business/Office Supplies**
- Contractor/Consulting Services**
- Staffing**
- Equipment Rentals**
- Lighting and Energy**
- Escalators/Elevators**
- Heavy Equipment**
- Turnkey Projects/Retrofits**
- & MORE!**

**NEW!**  
  
**ACRO**  
 SERVICE CORPORATION  
 TEMPORARY STAFFING SOLUTIONS

**CINTAS**  
 READY FOR THE WORKDAY™  
 FACILITY CLEANING, UNIFORMS & SERVICES

**Fisher Science Education**  
 SCIENCE/LAB SUPPLIES & EQUIPMENT

**HAWORTH**  
 OFFICE FURNITURE

**NEW!**  
  
**Advance Auto Parts**  
 AUTO PARTS & ACCESSORIES

**Club Car**  
 UTILITY, TRANSPORTATION & GOLF VEHICLES

**NEW!**  
  
**Gametime**  
 PARK & PLAYGROUND SOLUTIONS

**NEW!**  
  
**KD SUPPLY**  
 GOVERNMENT SOLUTIONS  
 MAINTENANCE & HARDWARE SUPPLIES

**AMAZON & MORGAN**  
 PUBLIC SECTOR CONSULTING

**COLUMBIA**  
 UTILITY, TRANSPORTATION & GOLF VEHICLES

**DBS**  
 ROOFING SUPPLIES & SERVICES

**Herc Rentals**  
 EQUIPMENT RENTAL, SALES & SERVICES

**NEW!**  
  
**amazon business**  
 ONLINE MARKETPLACE

**DLT**  
 amazon web services Partner Network  
 AMAZON WEB SERVICES

**GOPHER**  
 ATHLETIC SUPPLIES & P.E. EQUIPMENT

**Herman Miller**  
 OFFICE FURNITURE

**Insight**  
 PUBLIC SECTOR

**Apple** Corporate Reseller

**CITRIX** Public Sector

**DELL** PartnerDirect member

**hp**

**Microsoft**

**Panasonic**

**VERITAS**

**CISCO**

**COMMVAULT**

**EMC**

**Hewlett Packard Enterprise**

**NetApp** CORPORATE RESELLER PARTNER

**Symantec**

**vmware**

TECHNOLOGY PRODUCTS, SERVICES & SOLUTIONS

**PREMIER US FOODS**  
 FOOD PRODUCTS & RELATED SUPPLIES

**NEW!**  
  
**Supplyworks**  
 A Home Depot Company  
 MAINTENANCE & HARDWARE SUPPLIES

**PREMIER US FOODS**  
 K-12 FOODSERVICE DISTRIBUTION & PRODUCTS

**TAPCO**  
 TRAFFIC CONTROL PRODUCTS & SOLUTIONS

**PREMIER**  
 MEDICAL-SURGICAL & PHARMACEUTICAL SOLUTIONS

**Tradition Energy**  
 ENERGY MANAGEMENT & CONSULTING

**NEW!**  
  
**Rehrig Pacific Company**  
 WASTE & RECYCLING SOLUTIONS

**TRANE**  
 HVAC PRODUCTS & SERVICES

**NEW!**  
  
**APPLIED**  
 Industrial Technologies  
 INDUSTRIAL SUPPLIES

**DLT**  
**ORACLE** Platinum Partner  
 ORACLE SOLUTIONS

**NEW!**  
  
**Ego Mowers**  
 Committed to the Cut.™  
 MOWERS & IMPLEMENTS

**NEW!**  
  
**THE HOME DEPOT PRO**  
 MAINTENANCE & HARDWARE SUPPLIES

**Knoll**  
 OFFICE FURNITURE

**KONE**  
 ELEVATOR & ESCALATOR MAINTENANCE & SERVICE

**RICOH savin LANIER**  
 MULTIFUNCTION DEVICES & MANAGED PRINT SERVICES

**ULG** UNITED LANGUAGE GROUP  
 INTERPRETATION & TRANSLATION SERVICES

**BI** a GSS Group Company  
 OFFENDER MONITORING SOLUTIONS

**experian.**  
 DATA, ANALYTICS & FRAUD DETECTION SOLUTIONS

**GraybaR.**  
 ELECTRICAL SERVICES

**NEW!**  
  
**THE HOME DEPOT PRO**  
 PAINT & PAINT SUPPLIES

**NEW!**  
  
**knowledge services**  
 STAFFING & WORKFORCE SOLUTIONS

**KRONOS**  
 WORKFORCE MANAGEMENT SOLUTIONS

**Safeware-Mallory**  
 HOMELAND SECURITY & PUBLIC SAFETY

**UNICOM** Government, Inc.  
 A Division of UNICOM SYSTEMS  
 One Mission, Many Solutions  
 TECHNOLOGY SERVICES & SOLUTIONS

**carahsoft.**  
 Google Cloud Premier Partner  
 GOOGLE SOLUTIONS

**FARBER** SPECIALTY VEHICLES  
 Premier Partner  
**Custom Coach**  
 SPECIALTY VEHICLES

**GraybaR.**  
 TELECOMMUNICATIONS & SECURITY SERVICES

**HotelPlanner**  
 TRAVEL SERVICES & SOLUTIONS

**NEW!**  
  
**KOMPAN**  
 PARK & PLAYGROUND SOLUTIONS

**NEW!**  
  
**Mahindra** Tractors  
 TRACTORS & IMPLEMENTS

**Supplyworks**  
 A Home Depot Company  
 JANITORIAL SUPPLIES

**VIRCO**  
 EDUCATION FURNITURE

**NEW!**  
  
**MASSEY FERGUSON**  
 TRACTORS & IMPLEMENTS



# SAVINGS & EFFICIENCY

Reduce time for contract solicitation

Immediate access to competitively-solicited contracts

Connect agencies to solutions

# 90%

ROUGHLY 2,800 OF 3,100  
COUNTIES ACROSS U.S.A  
PARTICIPATE

# \$400M

IN COUNTY PROCUREMENT  
ANNUALLY

# \$3 Billion

IN PRODUCTS & SERVICES PROCURED  
ANNUALLY



**Washington**  
37/39 counties, 95%  
\$24M in 2017

**Idaho**  
29/44 counties, 66%  
\$1.8M in 2017

**Colorado**  
40/64 counties, 62%  
\$13M in 2017

**Oregon**  
25/36 counties, 70%  
\$1.8M in 2017

**Nevada**  
7/16 counties, 44%  
\$3M in 2017

**Utah**  
21/29 counties, 72%  
\$500K in 2017

**California**  
58/58 counties, 100%  
\$75M in 2017

**Arizona**  
15/15 counties, 100%  
\$25M in 2017

**New Mexico**  
18/33 counties, 55%  
\$600K in 2017

# National Recognition

## National Co-Sponsors



National Association of Counties (NACo)



Association of School Business Officials International (ASBO)



National Governors Association



National League of Cities (NLC)



United States Conference of Mayors (USCM)

## State Sponsors

Over 90 State Sponsors  
Nationally

# Program Contacts

## **Jason Angel – Supporting Purchasers & End Using Departments**

Program Manager

NV, N.CA, AK, HI

[jangel@uscommunities.org](mailto:jangel@uscommunities.org)

Mobile: 415-328-8109

## **Dane Windsor – Serving WSAC and Executive Board Members**

Regional Manager

Western USA

[dwindsor@naco.org](mailto:dwindsor@naco.org)

Mobile: 561-236-4620

## **NACO Natural Resources and Public Lands Action Plan**

*For consideration by the NACO Board, May 18, 2018*

Nevada contains the largest percentage of federal lands (87%) of any state, and some of our counties (Nye, Esmeralda, Lander, Lincoln, Mineral and White Pine) have 90 to 98 percent of their total county acreage administered by the federal government. As a result, Nevada's counties find their local economies, fiscal condition, and quality of life influenced considerably by federal land management decisions. The following are NACO's priorities on engaging in Public Lands and Natural Resources Issues.

### **Guiding Principles**

(1) Support and encourage appropriate funding for counties or to further county objectives; (2) Ensure a seat at the table for all decisions that affect counties prior to decision-making, including on changes in the interpretation of a federal law, regulation or policy; (3) Advocate against the expansion or interpretation of federal and state agency laws, regulations, and policies that are counter to the objectives outlined below; (4) Reduce agency delays that impact counties.

### **Objectives**

**County Services.** Federal and state agencies should acknowledge the importance of the services that counties provide and carefully consider impacts to county services when making decisions. County services that are tied to natural resource decisions include:

#### **What Counties Do**

- Road Maintenance
- Public Transit
- Local Land Use Planning
- Public Infrastructure
- Sewer
- Storm Water Systems
- Landfills
- Fire Protection
- Emergency Response
- Indigent Care (Legal and Medical)
- County Hospitals
- Judicial Functions
- County Law Enforcement
- Community Services (Parks and Libraries)
- Social Services
- Tax collection
- Elections

#### **Planning and Public Infrastructure**

- County roads = 65 percent of the state's roads
- Operate or help fund transit and paratransit systems
- Help administer 19 of Nevada's 49 airports.
- Storm-water systems and flood control districts, including drainage ditches
- Water and Sewer Systems
- Local Land Use Planning and Economic Development
- Habitat Conservation Programs

#### **Health and Public Safety**

- Community Health and Healthcare
- Counties operate hospitals and health facilities
- Provide matching funds to

- leverage federal Medicaid dollars
- Indigent medical care
- Air Quality Programs
- Landfills
- County law enforcement
- Judicial system
- County jails
- Indigent Legal Defense
- Emergency Response: ambulance/EMTs; 911 dispatch
- Coroners
- Fire Protection

#### **Community Services and Elections**

- Cemeteries
- Clerk/Recorder: Birth certificates, business and marriage licenses
- Senior Services
- Parks, swimming pools, libraries, and community centers.
- Fund and Conduct Elections

**Resources.** Support the State of Nevada or Nevada Governor's Office in dedicating additional resources to engage with federal agencies on natural resources issues including facilitation and coordination between federal agencies, state agencies, counties, other local governments, and stakeholders.

Support actions that provide additional funding or resources for counties or federal agencies in needed areas. This includes full Funding of PILT (Payment in Lieu of Taxes), ending "fire borrowing" for funding wildfire response, agency funding for effective management and conservation efforts, and supporting and encouraging appropriate revenue sharing with counties.

**Agency Legal Interpretation and Implementation.** NACO will engage on changes to interpretation or implementation of key federal laws, regulations, and policies that impact county authority and the ability of counties to engage as partners with federal agencies. This includes judicial process abuse. Key laws include the Endangered Species Act, National Environmental Policy Act, Clean Water Act, Federal Land Management and Policy Act, National Forest Management Act,

May 18, 2018

and others.

NACO will not support federal agency requests that counties give up claims or other rights in return for needed approvals.

**The Endangered Species Act.** Wildlife and habitat conservation is critically important to counties, and management should focus on promoting conservation with a respect for efficiency and reliance on local government planning. Sweeping settlements mandating more listings together with the listing or potential listing of widely dispersed species intensifies tensions. ESA reform should focus on promoting on the ground results and habitat restoration that recognizes efficiency and reliance on local government planning for conservation. Listing decisions should be based on verifiable science, consistent protocols and require engagement with state and local government stakeholders.

Stakeholders across Nevada have engaged in significant collaborative conservation efforts and species management planning to prevent a potential listing decision for Bi-state and Greater Sage-grouse populations under the Endangered Species Act. The Department of the Interior is currently revising the Greater Sage Grouse Land Use Plan Amendments, and counties request this revision consider the needs of the species as well as the planning needs of the State of Nevada and Nevada's counties. At the same time, the Fish and Wildlife Service will look at all ongoing efforts to save the species when it reviews the status in the future. Federal funding for local collaborative conservation efforts is imperative to achieve locally-driven solutions, reduce local impacts and improve the outlook of the species.

**Economic Development and Community Sustainability.** Ensure federal agencies understand that access to roads and infrastructure as well as the availability of land near various types of infrastructure is critical for: sustainable land use planning; economic sustainability of rural communities; and the provision of services by county government. NACO supports the transfer of some federal land to states, at the state's request and in consultation with the counties and that such disposals be carried out in an efficient and timely manner. This includes agency actions and county lands bills that will address disposal of lands for economic sustainability and the sustainability of county services.

**Rangeland Health Management.** Agency decisions impact the effectiveness of, or counties' ability to help maintain the health of ecosystems, species, and natural resources. Rangeland health management requires a variety of tools and resources that should be managed as a unit regardless of land ownership. NACO will advocate to improve rangeland and forest health and management, including aggressive hazardous fuels management on federal lands. This includes removing excess animals as provided by the Wild Horse & Burro Act of 1973 as amended and support of the National Wild Horse and Burro Advisory Board's September 9, 2016 recommendations.

**Federal Land Restrictions or Withdrawals.** Increased federal presence should adequately analyze and offset the direct and indirect economic and fiscal impacts and increases in county service needs. NACO opposes the designation of national monuments made without consulting the county government in which the monument is located or without the funding necessary to provide for those who wish to visit. Additionally, a decision should be made regarding the management of Wilderness Study Areas or other special designations and any acres not selected as wilderness or for special designation should be released to their previous multiple use status.

**County Engagement in Federal Land and Resource Management Decision-making.** In all counties, staying apprised of and involved in federal land and resource planning and efforts is critical, as federal agency decisions are inextricably tied to counties' ability to effectively plan for the future and provide mandated services. It is NACO's position that federal agencies should give counties a seat at the table for all decisions that affect counties prior to decision-making, and for changes in the interpretation of federal laws, regulations or policies. Local input should always be sought as a first step and attempts to reduce impacts to county services should be made where possible.

**Increased Reliance on Local Studies and Data.** There is a great need for baseline data that help paint an accurate picture of an individual county's socioeconomic or resource attributes using verifiable, objective, and universally accepted substantive data. This information is necessary to help inform community and federal planning decisions. Encourage federal agencies to use local data in their analyses, planning documents, and to defer to Nevada-based scientists and academics.