



OMNIA[®]
PARTNERS

Shane Springer

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A black and white photograph of two women in business attire shaking hands. The woman on the left has long, wavy blonde hair and is wearing a light-colored blouse and a dark skirt. The woman on the right has dark hair, wears glasses, and is smiling broadly while wearing a dark, short-sleeved dress with a belt. The background is a bright, out-of-focus office space. A teal horizontal band is overlaid across the middle of the image, containing the title text.

Cooperative Purchasing Overview

Benefits of Cooperative Purchasing

1 Reduces agency administrative burden of time/resources

2 Opportunity for greater efficiency and economies of scale in acquiring goods and services

3 Product cost savings through nationally leveraged pricing

4 No cost to agencies or minimum purchase amounts

5 First-class purchasing procedures ensuring the most competitive contracts

Eligible Agencies

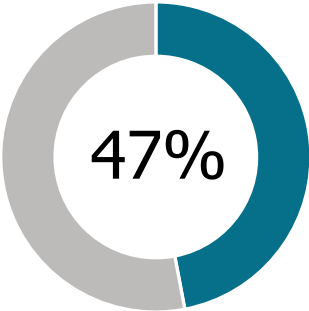
- Cities & Towns
- Counties
- State Agencies
- Universities & Colleges
- K-12 School Districts
- Special Districts (Housing Authorities, Airports, Water Districts, etc.)
- Non-Profits (Churches, Associations, etc.)

Trends in Use of Cooperative Purchasing

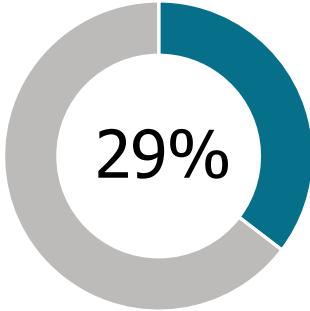
- 20% of state, local government, and education (SLED) spend is through cooperative purchasing.
- 2%-5% increase every 3 years
- Greater awareness/realization of benefits of Cooperative Purchasing
- Increase of available contracts



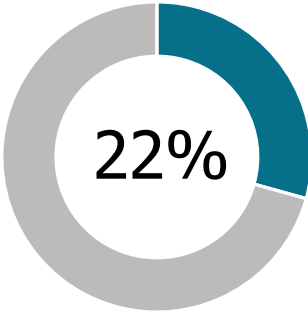
Why Public Agencies Use Cooperatives



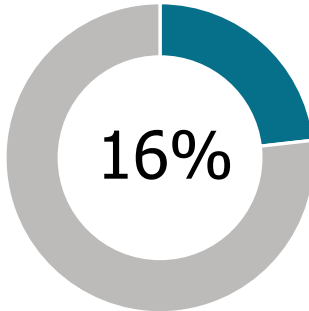
PRESSURE TO
SAVE TIME



AVAILABILITY
OF OPTIONS



LEGISLATIVE
FREEDOM/PERMITTED



PRESSURE TO
SAVE MONEY



**OMNIA Partners
Public Sector Overview**

OMNIA Partners Key Differentiators

- 1** **Resources** – Both human and technology resources. We have a growing team with subject matter experts available for you to lean on for support
- 2** **Largest Cooperative** – Providing the power of volume and reach nationally and across all public sector markets
- 3** **Full Catalog Offering** – Your contract is designed to cover the broad scope of your products and services to offer your customers overall best value
- 4** **Lead Agency Model** – OMNIA Partners pioneered the use of the Lead Agency Model as a way for public agencies to piggyback on your contracts

OMNIA Partners by the Numbers

234,000+

Active participants
utilizing the OMNIA
Partners portfolio

300%

Increase in
participant growth
since 2013

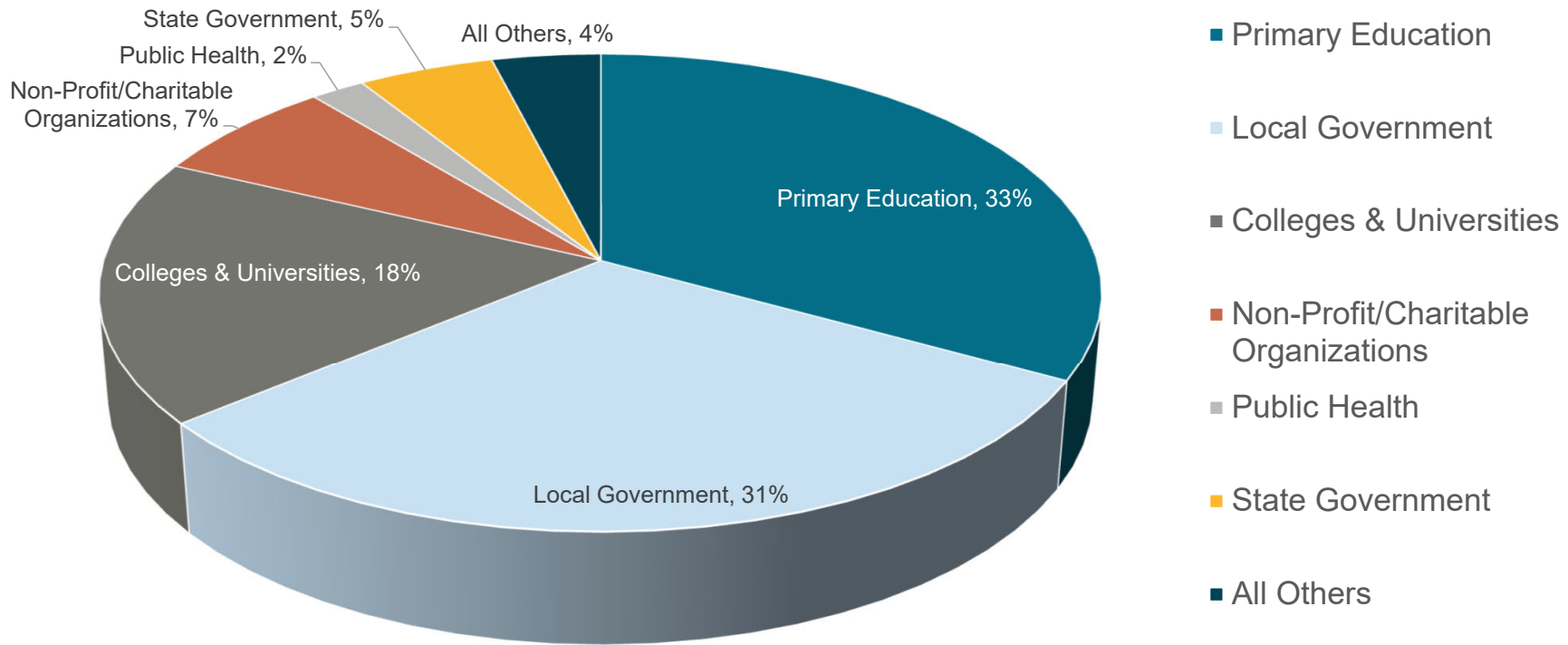
350+

Cooperative
Contracts

38

Lead Public
Agencies

Participation by Segment



OMNIA Partners Website

www.omniapartners.com/publicsector

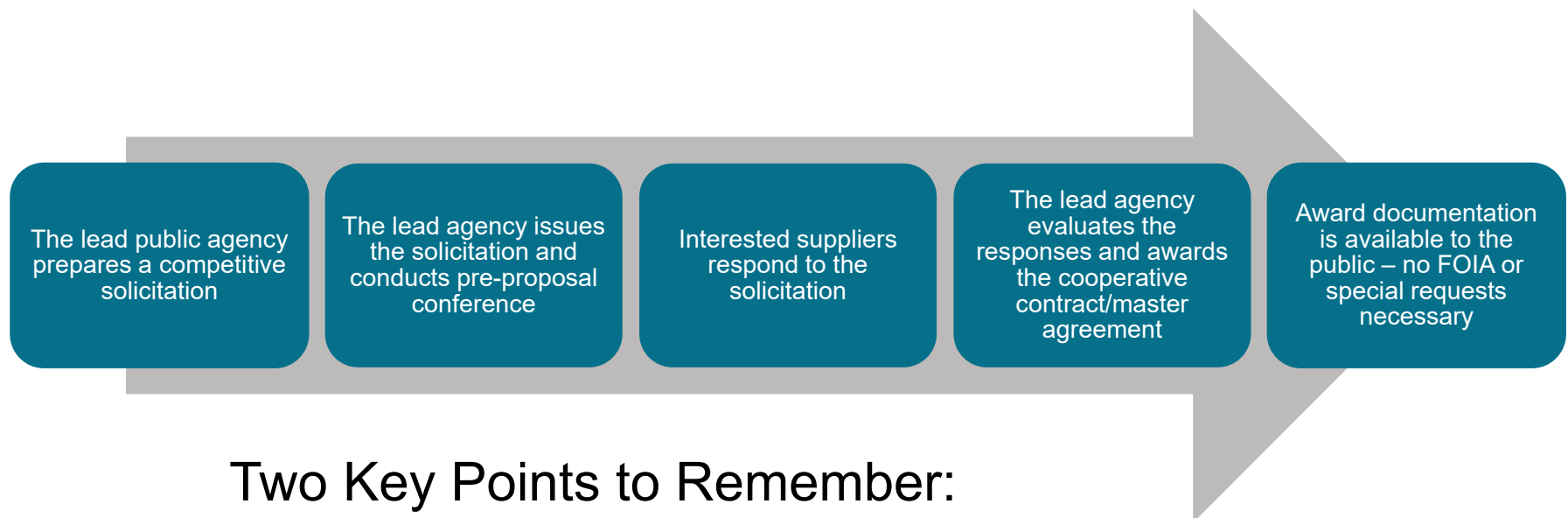
The screenshot shows the OMNIA Partners Public Sector website. At the top, there is a navigation bar with the phone number 866-875-3299, a 'Contact Us' link, and a 'Back to omniapartners.com' link. The OMNIA Partners logo is on the left, and the tagline 'Power. Access. Trust.' is on the right, next to a 'REGISTER' button. Below the navigation bar is a main banner with the headline 'Resuming Operations - What's Next for Offices & Classrooms'. The banner text states: 'Amidst the current COVID-19 pandemic, OMNIA Partners has been working alongside our supplier partners in addressing the evolving needs during this time. We know public agencies are working tirelessly to address their community needs including returning to the office and school and we will continue to identify resources from our suppliers to support your efforts.' Below the banner is a 'RESOURCES THAT CAN HELP' button. The 'Who We Serve' section features five icons: State Government (capitol building), Local Government (scales), Higher Education (graduation cap), K-12 Education (classroom), and Nonprofit Organizations (hand holding heart). The bottom section is titled 'What Makes OMNIA Partners the #1 Resource in Cooperative Purchasing' and is divided into three columns: 'Power' (with an image of a capitol building and text: 'We connect thousands of public agencies and educational institutions with hundreds of world-class'), 'Access' (with an image of a campus and text: 'OMNIA Partners offers the most robust portfolio of high-quality cooperative contracts in the public procurement'), and 'Trust' (with an image of students and text: 'All cooperative purchasing contracts available through OMNIA Partners, Public Sector are competitively').

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A man and a woman in business attire are standing in a modern office hallway, looking at a document together. The man is on the left, wearing a dark suit and tie, and the woman is on the right, wearing a dark blazer and pants. They are both smiling and appear to be in a collaborative discussion. The hallway has a polished floor and glass walls, with reflections visible. A teal semi-transparent banner is overlaid across the middle of the image, containing the text.

Lead Agency Solicitation Process

Lead Agency Contracting Process



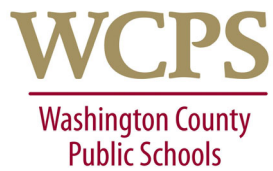
Two Key Points to Remember:

- The lead agency owns the contracting process as well as the resulting award to the supplier.
- All solicitation and award documentation is posted on the OMNIA Partners, Public Sector website (www.omniapartners.com/publicsector) and is available in the documentation section of each awarded agreement.

Our Lead Agencies



Our Lead Agencies



Contract Categories

- Athletic
 - Apparel
 - Automotive Parts
 - Business Products, Machines & Services
 - Construction
 - Consulting & Professional Services
 - Disaster Preparedness, Relief & Restoration
 - Equipment Rental
 - Facilities/Grounds Maintenance
 - Flooring
 - Food
 - Furniture
 - Grounds Keeping & Irrigation
 - Heavy Equipment
 - HVAC
 - Janitorial
 - Maintenance & Operations
 - Managed Print Solutions
 - Office Supplies
 - Oracle
 - Playground Equipment
 - Roofing
 - School Supplies
 - Technology
 - Travel
 - Many More!
- 

Industry-Leading Suppliers





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Questions?