

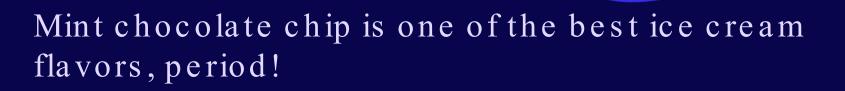
# Regional Models for Collaboration

November 17, 2023



Dogs are better than cats





I'm part of a regional group - like an NIGP Chapter - that makes it easier to collaborate with my peers.



## Our speakers today



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#### Finding contracts today is like playing a losing game of Go Fish

Got cooperative contracts for office supplies?

Go fish! Have you checked these 10 other sources?







#### Find contracts you can use all in one place — for free

Search products, services, brands, and suppliers.

Search

#### Work smarter with Pavilion



Find the right contract, fast



Expedite your due diligence



Connect with suppliers

#### Why thousands of public entities use Pavilion

100,000+

shareable contracts national, state, local

400+

contract sources most comprehensive

Free

for public entities always!

**OC PROCUREMENT ALLIANCE** 



S.A.V.E.





Collaboration models



Benefits of sharing contracts





Collaboration models



Benefits of sharing contracts



### **Unique Collaboration Approaches**



**User Access Program** 



Southeast Florida
Governmental Purchasing
Cooperative



Collaboration models



Benefits of sharing contracts





**Collaboration Models** 

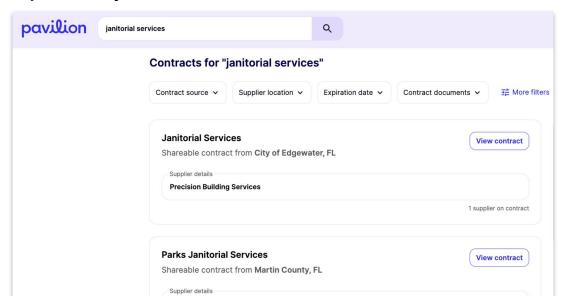


Benefits of sharing contracts



#### Things you can do now

- Leverage your neighbor's contracts and experience.
- Add piggyback language as a default to your solicitations and contracts.
- Publish and promote your contracts online.



#### **Questions?**



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