




Regional Models for Collaboration


November 17, 2023




Dogs are better than cats




I have a clear strategy for deciding whether or not to use a cooperative or piggyback contract



Mint chocolate chip is one of the best ice cream flavors, period!



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



I make it easy for neighboring entities to access my piggybackable contracts by publishing them online.

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.



Regional Collaboration Models



Collaboration models



**Benefits of sharing
contracts**



Best practices

Regional Collaboration Models



Collaboration models



**Benefits of sharing
contracts**



Best practices

Unique Collaboration Approaches



User Access Program



Southeast Florida
Governmental Purchasing
Cooperative

Regional Collaboration Models



Collaboration models



**Benefits of sharing
contracts**



Best practices

Regional Collaboration Models



Collaboration Models



Benefits of sharing
contracts



Best practices

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.

The screenshot displays the Pavilion website interface. At the top left is the 'pavilion' logo. A search bar contains the text 'janitorial services' with a magnifying glass icon to its right. Below the search bar, the heading reads 'Contracts for "janitorial services"'. A row of filter buttons includes 'Contract source', 'Supplier location', 'Expiration date', and 'Contract documents', followed by a 'More filters' link with a filter icon. Two contract cards are visible. The first card is titled 'Janitorial Services' and includes the text 'Shareable contract from City of Edgewater, FL' and a 'View contract' button. Below this, a 'Supplier details' section shows 'Precision Building Services' and '1 supplier on contract'. The second card is titled 'Parks Janitorial Services' and includes the text 'Shareable contract from Martin County, FL' and a 'View contract' button. A 'Supplier details' section is partially visible below it.

Questions?



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