

Cooperative Contracts:

A Convenient Method for Sourcing Essential Transit Products and Services



Bruce Greene, Sales Director – Eastern Region



Mobile Video and Fleet Management Solutions
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Cooperative Contracts:

A Convenient Method for Sourcing Essential Transit Products and Services

1. Advantages
2. Overcome Limitations
3. Technology Considerations



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Cooperative Contracts

Buses, Trains, Technology

- Tires, Handicap Ramps
- Engines, Seats, Radio's
- Computers, Fare Boxes, CAD/AVL
- Mobile Security, Fixed Security, Lifts
- Electronic Signs, Lighting, Carpet
- Paint, Options, Accessories, etc



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Cooperative Contracts

Advantages

- Purchasing power
- Volume pricing
- Access to multiple vendors
- Compliance management by the state
- Utilize state resources and expertise
- Expertise in contract negotiation
- Avoid costly and time consuming RFP's



Cooperative Contracts

Limitations

- Restrictive
- “One size fits all” mentality / geared towards the largest agencies
- Product categories not properly defined
- Minimal interest in vendors based on previous negative experience
- Unrealistic expectations



Cooperative Contracts

Technology Considerations

Integration

Increasingly complex equipment:

- CAD/AVL
- Fare Box
- Mobile Video
- Electronic Signage
- Audio Announcements
- 1195

**Improved
Customer
Experience**

**Asset
Optimization**

**Improved Fleet
Management**



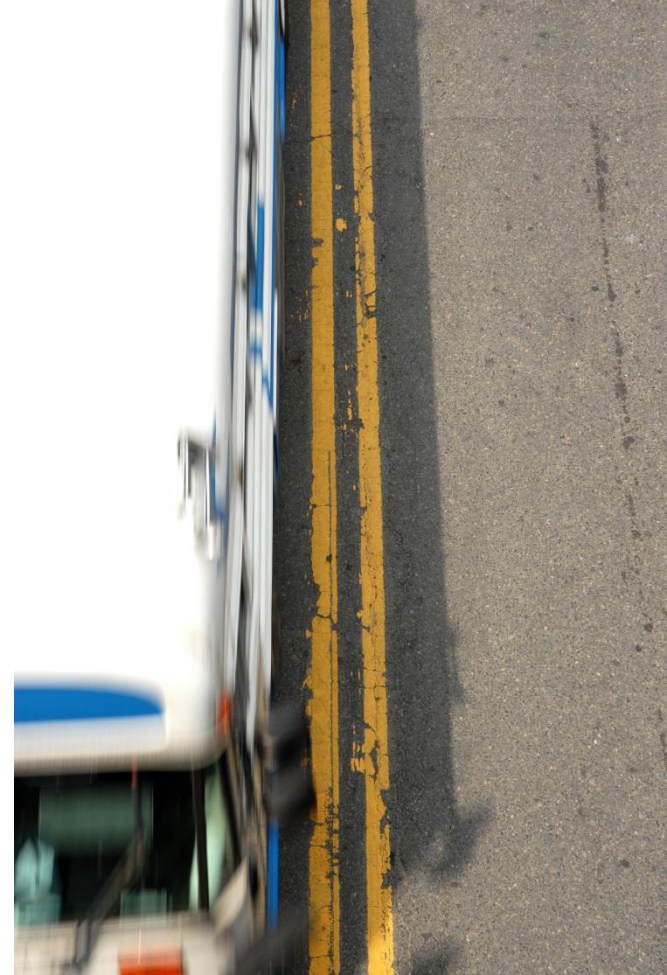
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Cooperative Contracts

Technology Considerations

- ***Road Map***

- Purchasing Managers and Contract Managers need to work closely with IT and technology users
- Contracts must allow for buying community to have access to changes in technology
 - Hardware compatibility
 - Software compatibility
 - Systems integration



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Cooperative Contracts

Summary

- Search for Cooperative Contracts that allow for technology consistency and expandability
- Don't let Cooperative Contracts lock you into a technology that you can't grow with
- Consult with your peers on what contracts have worked/not work.



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