

CAO Cooperative Program Update
12/6/2019

COG has been involved in regional cooperative purchasing since 1971.

Our consortium purchasing efforts are regional cooperatives where participating jurisdictions/agencies bundle their procurements together to achieve economies of scale/administrative efficiency and enhanced savings.

We also help facilitate our members “piggybacking” or riding existing agreements to save money on the cost of bidding, purchasing and contracting.

COG recently led a cooperative RFP for self-contained breathing apparatus (SCBA) for our regional fire departments. The resulting awards have created significant savings opportunities for our members.

Arlington County reports that their upcoming \$3.1 million buy under the award will generate an estimated \$600,000 in savings. There are other regional agencies interested in using the award to make purchases including the District of Columbia, Frederick County, Loudoun County, City of Manassas, Rockville, Cecil County and MEMA. The District of Columbia has indicated a possible \$11 million purchase in the coming year.

COG also has awards in place for water and wastewater chemicals and subscriber radios being used by several regional agencies.

These consortiums, including the SCBA award, generate a fee for COG of 1% of the gross sales paid by the vendor which allows us to reinvest in the cooperative program to offset costs and look for opportunities to save even more money for our members. Some of the awards also allow for agencies outside of the COG region to make purchases and create reinvestment fee revenue for us.

COG also has rideable temporary staffing contracts in place with 12 different firms which run the gamut of services from office help to IT to public safety and environmental staffing. Several Montgomery County agencies are currently using these contracts.

COG is in the process of finalizing an award for new search and rescue software which could help standardize this important task across the region and the nation.

Other possible upcoming opportunities include cardiac packs, defibrillators, and accessories projected for mid-2020. In addition, fire rescue tools and equipment, IT services and consultants are also being examined as future consortiums.

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