

5th of a Series

Best Purchasing Practices

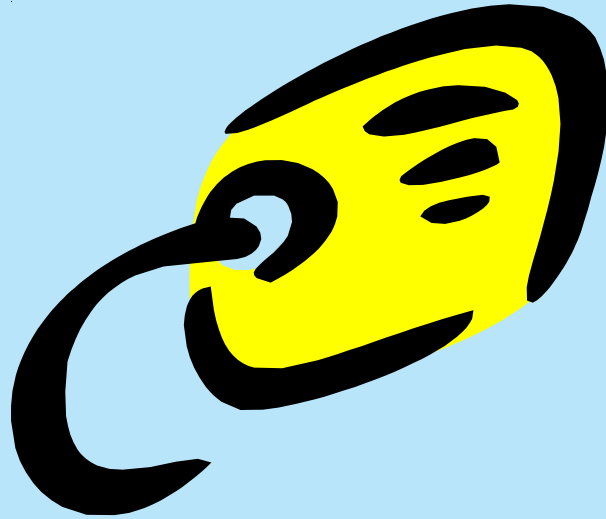
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*I can do it
better myself.
But what's the price tag?*

It is not unusual that the cost of developing a good purchasing contract can exceed \$5,000, if an agency is doing the job right. Start adding up the time it takes to do the research, write specifications, advertise, solicit vendors, hold a bidder's conference, evaluate samples, notify winners and take a recommendation to the board. It's costly.

The pricing results could be costly, too. Because if the bid was issued for just one agency, its buying leverage was a fraction what it could have been, had the bid involved other agencies.

In this day and age, cooperation among agencies reduces the total cost of ownership and provides better buying leverage. Ultimately, the price tag is lower.

If you are thinking about going to bid, consider best practice. Consider calling EdBuy, the purchasing program that can facilitate bid cooperation with other agencies, leverage your buying power and defray the expenses of bidding.



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