

Subject: Capital/PAYG- County's Use of Joint Procurement Opportunities

**FY 2018 Proposed Budget
Budget Work Session Follow-up**

4/13/2017

The following information is provided in response to a request made by Mr. John Vihstadt at the work session on 4/11/2017, regarding information on joint procurement opportunities that have been or will be initiated with other localities or the state to keep costs down/maximize efficiencies.

The Department of Management and Finance's Purchasing Division is constantly looking to maximize procurement value through the use of joint purchasing contracts. In the past 12 months, the County entered into 116 rider contracts (totaling approximately \$12 million), of which 71% (approximately 82 contracts totaling \$9 million) were issued by members of the Metropolitan Washington Council of Governments (MWCOCG). The total number of contracts (116) reflects County participation in cooperative purchases from around the Country, from the region and MWCOCG, and from various Commonwealth of Virginia entities including the Virginia Association of State College and University Purchasing Professionals (VASCUPP), the Library of Virginia (MALIA), the Virginia Information Technologies Agency (VITA), and the Department of General Services (DGS).

In addition to using contracts awarded by others, the County has taken a leadership role in major joint purchase contracts. In the past year the County has taken the lead in three significant procurements.

- Job Order Contracting, a joint purchase that resulted in the award of contracts in 16 jurisdictions and maximum spending limit across all jurisdictions of over \$40 million. Participating jurisdictions included Fairfax, Prince William, Stafford, and Clark Counties, seven school districts, and a number of cities and special districts.
- Personal Protective Equipment, which was a coordinated rideable contract using input from several jurisdictions to develop the comprehensive scope of work. Currently, ten jurisdictions are actively using the contract, including Montgomery, Prince George's, Loudoun and Stafford Counties, as well as both the Metropolitan Washington and the Baltimore Washington Airport Authorities. Other jurisdictions will be able to ride this contract.
- Rifle Plates (specialized body armor to protect against sniper and other specific threats) is a joint solicitation that was led by Arlington County and included the Fauquier and Loudoun County Sheriff's, the City of Falls Church Police, and George Mason University's Police Departments. This

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solicitation was also presented to the MWCOG Chiefs of Police group. Other jurisdictions will be able to ride this contract.

This year, the County also participated directly in four solicitations led by the City of Alexandria, three for the Capital Bikeshare program and one for Healthy Vending. The County and the City of Alexandria are also working together on the design and implementation of a next generation 911 system.