

## NATIONAL COOPERATIVE PURCHASING ALLIANCE (NCPA)

The National Cooperative Purchasing Alliance (NCPA) is a leading national government purchasing cooperative working to reduce the cost of goods and services by leveraging the purchasing power of public agencies in all 50 states. NCPA utilizes state-of-the-art procurement resources and solutions, which result in cooperative purchasing contracts that ensure all public agencies are receiving products and services of the highest quality at the lowest prices.

### NCPA's Process

NCPA works with a lead public agency, who competitively solicits master contracts. Contracts are based on quality, performance and, most importantly, pricing. The contracts are established using the following process:

- The lead agency issues a competitive solicitation for a product or service on behalf of NCPA and all public agencies.
- The solicitation is advertised nationally for a minimum of 30 days. You can view our current solicitations by clicking [here](#).
- The solicitation contains language that allows the contract to be accessible nationally to public agencies in states whose laws allow for intergovernmental contract use (also known as “piggybacking” or “adopting”).
- Vendors respond to the solicitation with sealed responses that are recorded and publicly opened.
- The lead agency evaluates the responses based on “identified evaluation criteria” and awards contracts.

### Who Can Use NCPA's Contracts

There are more than 90,000 agencies nationwide from both the public and nonprofit sectors that are eligible to utilize NCPA's cooperative purchasing contracts. These include, but are not limited to, the following agency types:

- School districts including K-12, charter schools, and private K-12
- Higher education including universities, community colleges, private colleges and technical/vocational schools
- Cities, counties, and any local government
- State agencies
- Healthcare organizations
- Churches/Religious organizations
- Nonprofit corporations

### Nucraft NCPA Contract Brief

NCPA is a Government Purchasing Cooperative established to provide a wide customer market access to negotiated, established pricing, terms, and conditions of sale for products. NCPA governing Agency is State of Texas, Department of Education.

**Contract Award # 07-55** - All Nucraft products. Current List Pricing

### Discounting

- List Orders \$1 – \$250,000 = Discount 42.0%
- List Orders > \$250,000 = Contact Nucraft
- Payment Terms: 1% 15, net 30
- Services: Quoted by local dealers/service providers
- Dealer Commission: 20% of Net Product Sale
- Effectivity: Through September 30, 2022 with option to renew

### Customer Market

County, City, State, Local Government, K-12, College, Healthcare, non-Profit

### Sales Resource

NCPA provides Nucraft, Reps, dealers with a pre-negotiated contract by which all eligible customers can purchase. Provides Reps and dealers with an entrée into customer markets not otherwise available.

### Purchase Orders

Orders must come from a current Nucraft approved dealer. The end user NCPA member entity, and installation address must be noted on the order in order for Nucraft to report contract activity accurately to NCPA.