

**APPROVED**

**AI-30475**

**18.0.**

**CC CONSENT**

**Meeting Date:** 01/24/2012

**Submitted For:** Martha Salazar

**Submitted By:**

Vangie Garcia, PURCHASING DEPT.

**Department:** PURCHASING DEPT.

Information

CAPTION



Acceptance and approval of the continuation of the Membership Agreement between National Joint Powers Alliance and Hidalgo County (previously approved by cc on 02/01/11), thus allowing the County to continue being a member of the "Municipal Contracts Agency" for the utilization of the procurement resources that are compliant with bidding requirements.

BACKGROUND

NO membership dues or fees required.

Fiscal Impact

FISCAL YEAR:

ACCT. #:

FUNDS AVAILABLE Y/N?:

MATCHING FUNDS Y/N?:

BUDGETARY IMPACT:

Item does not require funding and does not have a fiscal budgetary impact.

Attachments

Agreement Documentation

Form Review

Inbox	Reviewed By	Date
Purchasing Department		
Budget & Management		
Auditor's Office		
Form Started By: Vangie Garcia		Started On: 01/10/2012 09:58 AM

**MEMBERSHIP AGREEMENT  
PARTICIPATING MEMBER**



This Agreement, made and entered into this 10<sup>th</sup> day of February, 20 11,  
by and between National Joint Powers Alliance®, hereinafter referred to as "NJPA" and  
Hidalgo County, Texas hereinafter referred to as the "Applicant".

**Witnesseth:**

That for a good and valuable consideration of the premises, mutual terms, covenants, provisions, and conditions hereafter set forth, it is agreed by and between the parties as follows:

*Whereas, the NJPA is created by Minnesota Statute §123A.21 (with membership further defined in M.S. §471.59) to serve cities, counties, towns, public or private schools, political subdivisions of Minnesota or another state, another state, any agency of the State of Minnesota or the United States including instrumentalities of a governmental unit and all non-profits; and*

*Whereas, NJPA's purpose as defined in M.S. §123A.21 is to assist in meeting specific needs of clients which could be better provided by NJPA than by the members themselves; and*

*Whereas, the NJPA Board of Directors has established the ability for an "Applicant" desiring to participate in NJPA contracts and procurement programs to become a Participating Member; and*

*Whereas, the NJPA Board of Directors has determined that Participating Members will have no financial or organizational liability to NJPA or to its organizational activities;*

Now Therefore, it is hereby stipulated and agreed that the "Applicant" Agency desires to be a Participating Member of NJPA with contract purchasing benefits, in accordance with terms and conditions of the applicable contract(s), and that NJPA hereby grants said Membership to said "Applicant."

**Term:**

This continuing agreement shall remain in force or until either party elects to dissolve the Agreement by written notice.

**THEREFORE, IN WITNESS THEREOF,**

the parties hereto have executed this Agreement the day and year written above.

Member Name:

By Ramon Garcia  
AUTHORIZED SIGNATURE  
Its Hon. Ramon Garcia County Judge  
TITLE  
2/1/2011  
DATE

National Joint Powers Alliance®  
200 1st Street NE, Suite 1  
Staples, MN 56479

[Signature]  
AUTHORIZED SIGNATURE  
EXECUTIVE DIRECTOR  
TITLE  
2/1/11  
DATE

Approved by Commissioners' Court  
on 2/1/2011

**MEMBERSHIP AGREEMENT  
PARTICIPATING MEMBER**



**PARTICIPATING MEMBER INFORMATION**

Applicant Name: Hidalgo County, Texas  
Address: 2802 South Highway 281  
Edinburg Texas 78539  
Federal ID Number: \_\_\_\_\_  
Contact Person: Matilne (Maty) FAZ  
Title: Purchase Specialist II  
E-mail: MATILNE-FAZ@CO.HIDALGO.TX.US  
Phone: 956-318-2626 ext 4854  
Website: \_\_\_\_\_

Please indicate an address to which your Membership materials may be delivered.

Thank you.

**APPLICANT ORGANIZATION TYPE:**

- K-12
- Government or Municipality
- Higher Education
- Non-Profit
- Other (please specify):

**I WAS REFERRED BY:** (please specify)

- Advertisement \_\_\_\_\_
- Current NJPA Member \_\_\_\_\_
- Vendor Representative \_\_\_\_\_
- Trade Show \_\_\_\_\_
- NJPA Website \_\_\_\_\_
- Other \_\_\_\_\_

Completed applications may be returned to:  
National Joint Powers Alliance ®  
200 First Street NE, Suite 1  
Staples, MN 56479

**Duff Erholtz**  
phone 218-894-5490  
fax 218-894-3045  
e-mail duff.erholtz@njpaoop.org

# ABOUT US

*Contract Purchasing*



Working together.

SAMUEL



National Joint Powers Alliance®

## Realize the Power and Value of Contracting Purchasing

*Your organization has the opportunity to become one of over 30,000 Member agencies that has access to discount pricing from over 50 nationally acclaimed Vendors and thousands of competitively bid products. NJPA will save you time, money and duplication of the bid process. It takes only five minutes to complete a no-cost, no-obligation Membership. Get started today at [www.njpacoop.org](http://www.njpacoop.org)*

### NATIONAL JOINT POWERS ALLIANCE

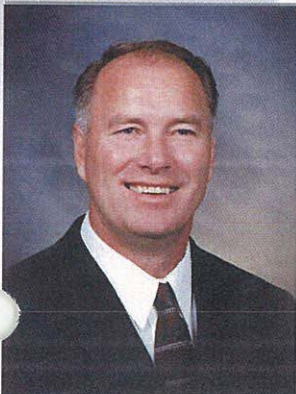
The National Joint Powers Alliance® (NJPA), is a governmental agency operating under the enabling authority outlined in Minnesota Statute 123A.21. This statute was created in 1978 and revised in 1995 to allow participating government and municipal agencies to reduce the cost of purchased goods by leveraging their combined purchasing power.

NJPA is also guided and enabled by M.S. 471.59, the "Joint Exercise of Powers" which defines the ability of two or more government agencies to enter into an agreement to contract in common through the action of each of the governing bodies, which includes the ability to enter into cooperative agreements. As such, we are a Member-owned cooperative, serving all government, education (both public and private) as well as all non-profit agencies.

NJPA establishes and provides nationally leveraged and competitively solicited purchasing contracts in cooperation with the Uniform Municipal Contracting Law, M.S. 471.345 Subd. 15.

#### Mike Hajek

Director of Contracts & Marketing  
[mike.hajek@njpacoop.org](mailto:mike.hajek@njpacoop.org)  
218-894-5477



## Service is Our Standard

*At the National Joint Powers Alliance, we are driven to provide efficient public service through our National Cooperative Purchasing Programs. Our common needs and the desire to serve your agency will lead our efforts as we face the challenges of purchasing in the future.*

### OUR COMMITMENT

National Joint Powers Alliance is committed to serving you, the Member through a continuous effort to meet your present and future needs. Our goals include working to solve your purchasing concerns in a measurable, cost effective manner. We will research the industry with regard to our Members' common needs and as a result, we will deliver to you the opportunity to purchase through nationally leveraged contracts offering the very best products and services at the lowest possible price. We are only able to do this as we work together, developing partnerships to create a unified purchasing alliance.

### OUR PURPOSE

The general purpose of NJPA is to create and host a national municipal association's purchasing alliance. Our goal is to provide our Members with requested programs and services created, coordinated and delivered through a cooperative effort between all participating Members. NJPA is a national organization that creates a business and service relationship alliance between buyers and suppliers. Participation is offered to legislatively qualified agencies nationally. Member agencies must still interpret their own purchasing laws and recognize NJPA as having satisfied their own competitive bidding requirements.



**Duff Erholtz**  
Manager of Membership Services  
duff.erholtz@njpacoop.org  
218-894-5490

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# ENABLING LEGISLATION

## Contracting Authority

*The following summary is a highlighted explanation of the enabling legislation referenced by and guiding NJPA. The plain language of the statutes, from our perspective, allows NJPA very clear authority to serve current and future Members through cooperative efforts.*

### NJPA ENABLING LEGISLATION

- **Minnesota Statute 471.345: Municipal Contracting Law**

NJPA claims organizational status as a "Municipal Agency" under the authority of this definition and reference of 123A.21 Subd. 9 (d-e) Subd. 15 which defines "Cooperative Purchasing" abilities.

- **M.S. 471.345 Subd. 1: Municipality Defined**

For purposes of this section, "municipality" means a county, town, city, school district or other municipal corporation or political subdivision of the state authorized by law to enter into contracts.

- **M.S. 471.345 Subd. 15: Cooperative Purchasing**

Our national association, the "National Joint Powers Alliance®" (NJPA), takes its name from this statute. A municipality may contract for the purchase of supplies, materials, or equipment without regard to the competitive bidding requirements of this section if the purchase is through a national municipal association's purchasing alliance or cooperative created by a Joint Powers Agreement that purchases items from more than one source on the basis of competitive bids or quotations.

### MINNESOTA STATUTE 471.59: JOINT EXERCISE OF POWERS

Make note of Subd. 1 which defines the ability of two governmental agencies to enter into an agreement to contract in common through the action of each of the governing bodies. Subd. 10 expands on the ability to enter into cooperative agreements.

- **M.S. 471.59 Subd. 1: Agreement**

Two or more governmental units, by agreement entered into through action of their governing bodies, may jointly or cooperatively exercise any power common to the contracting parties or any similar powers, including those which are the same except for the territorial limits within which they may be exercised. The agreement may provide for the exercise of such powers by one or more of the participating governmental units on behalf of the other participating units. The term "governmental unit" as used in this section includes every city, county, town, school district, other political subdivision of this or another state, another state, the University of Minnesota, and any agency of the state of Minnesota or the United States, and includes any instrumentality of a governmental unit. For the purpose of this section, an instrumentality of a governmental unit means an instrumentality having independent policy making and appropriating authority.

- **M.S. 471.59 Subd. 10: Services Performed by Governmental Units; Commonality of Powers**

Notwithstanding the provisions of Subd. 1 requiring commonality of powers between parties to any agreement, the governing body of any governmental unit as defined in Subd. 1, may enter into agreements with any other governmental unit to perform on behalf of that unit any service or function which the governmental unit providing the service or function is authorized to provide for itself.

### THE "JOINT EXERCISE OF POWERS" AGREEMENT

The Joint Exercise of Powers Agreement with NJPA provides access to NJPA and its contracts. This allows NJPA to access the Member participating agencies' contracts as well. The Joint Powers Agreement may not be necessary if the participating agencies' state law allows for state-to-state "piggy backing" on legal state contracts. All NJPA contracts are legal state contracts as NJPA operates under Minnesota legislative authority to provide cooperative purchasing services to participating Members. The Joint Exercise of Powers offers a legal link between NJPA and its Member agencies as contracts are accessed. NJPA bids and awards contracts in full compliance with Minnesota Municipal Contracting Law, M.S. 471.345.

## Our Foundation

### MINNESOTA STATUTE 123A.21: SERVICE COOPERATIVES

This is the statute under which our cooperative was created. Our previous name was the North Central Service Cooperative (NCSC) and we are now doing business as the National Joint Powers Alliance® (NJPA).

- **M.S. 123A.21 Subd. 2** defines that the purpose of a service cooperative is to “assist in meeting specific needs of clients.”
- **M.S. 123A.21 Subd. 3: Membership and Participation**  
Full Membership with a service cooperative shall be limited to public school districts, cities, counties and other governmental units as defined in section 471.59 and NJPA’s Bylaws and Policies. Governmental units are not required to join NJPA as Full Members, but they must sign on as NJPA Participating Members to access our contracts and to validate their purchases. Many local policies require Membership to legally access contracts held by other agencies. NJPA provides a Participating Membership and Joint Powers Agreement at no cost. When a board signs a Joint Powers Agreement it qualifies that board to serve on the NJPA Joint Powers Advisory Board. The Participating Membership and Joint Powers Agreements both establish a legal paper trail between NJPA and the Member as contracts are accessed.
- **M.S. 123A.21 Subd. 5(g)** shows that the powers of the board of directors of a service cooperative are written very broadly to grant extensive authority. This statute states “The board of directors shall have authority to maintain and operate a service cooperative.” More specifically, “The service cooperative board of directors may enter into contracts with other public and private agencies and institutions to provide administrative staff and other personnel as necessary to furnish and support the agreed-upon programs and services.”
- **M.S. 123A.21 Subd. 7** describes the ability and directive to provide cooperative purchasing services. This statute specifically calls for the board to support programs and services that support and allow for cooperative purchasing.
- **M.S. 123A.21 Subd. 9(d,e): Service Cooperative Defined**  
Subd. 9 defines the Service Cooperative (SC) under (d) the SC is a public corporation and agency and its board of directors may make application for, accept, and expend private, state and federal funds that are available for programs of the Members. (e) The SC is a public corporation and agency and as such, no earnings or interest of the SC may incur to the benefit of an individual or private entity.

## Frequently Asked Questions

### Q. WHO IS NJPA?

A. The National Joint Powers Alliance®, referred to as NJPA, is a **Municipal Contracting agency** operating under the legislative authority of Minnesota Statute 123A.21. This statute was created in 1978 and revised in 1995 to allow participating municipal agencies to reduce the cost of procurement by leveraging the benefits of contract purchasing. NJPA serves all education, government and non-profits agencies nationally.

### Q. WHAT IS THE ORGANIZATIONAL STATUS OF NJPA?

A. NJPA employees are public employees. All employees are required to pay into Public Employment Retirement Association (PERA) through payroll deduction. One level of comfort for Members is that NJPA employees have the same employment status as NJPA municipal Members.

### Q. HOW IS NJPA GOVERNED?

A. NJPA is governed by the NJPA Board of Directors. The eight-member board is comprised of governing officials; including school board, city council or county commissioners.

### Q. HOW MUCH DOES IT COST TO PARTICIPATE IN NJPA?

A. **There is no cost, obligation or liability to join or participate in NJPA contracts.**

### Q. HOW IS NJPA FUNDED?

A. NJPA is funded by a **Vendor contract administrative fee. The fee is paid by the Vendor and not passed on to the NJPA Member.** The fee covers the costs of contract marketing and facilitation, and it offsets operating expenses incurred by NJPA. NJPA does not receive state or federal aid, nor do we have taxing or levying authority. Therefore, we are a **governmental agency, entirely entrepreneurial and functioning much like a self-supporting business.** NJPA also shares these fees with other partner cooperatives or associations as they demonstrate the desire and ability to help facilitate and market available NJPA contracts.

### Q. HOW CAN WE JOIN AND PARTICIPATE IN NJPA AND ITS CONTRACTS AND SERVICES?

A. The NJPA Bylaws, Article II, Subd. C describes our Membership and participation. Full voting Memberships are limited to the **school districts, cities, counties and other governmental units defined in M.S. 471.59** and as established annually by the NJPA Board of Directors. Non-voting Memberships, what we call "Participating Memberships," are available to all other partnership agencies or organizations that go online to [www.njpacoop.org](http://www.njpacoop.org), click on the JOIN button and submit the required information. All Members are required to sign a Participating Membership agreement. These organizations are eligible to nominate their governing board members to serve on the NJPA Board. They also become responsible for any liabilities NJPA may incur. Participating Memberships are at no cost and carry no organizational liability.

### Q. DOES NJPA HAVE A PROFESSIONAL PUBLIC PURCHASING BOARD OF ADVISORS?

A. Yes. At this point all current Participating Members are a part of our Board of Advisors. NJPA also has two Member Advisory Committees: one that specializes in the fleet industry and the primary advisory that represents procurement professionals from all of our Member verticals.

### Q. CAN AGENCIES OTHER THAN GOVERNMENT AND EDUCATION USE THE PROGRAM?

A. Yes, under M.S. 123A.21, **all non-profit agencies may participate.**

### Q. WHAT SPECIFIC STATUTE GIVES MY AGENCY THE AUTHORITY TO PARTICIPATE?

A. **Minnesota Statute 471.59 Joint Exercise of Powers law and our enabling legislation, as described on page 4.**

## Frequently Asked Questions

### Q. WHAT ARE THE ADVANTAGES OF BEING A MEMBER OF NJPA?

- A.
- Membership establishes a legal paper trail between NJPA and the Member, justifying contract access.
  - Access to competitively bid contracts, procured by a municipal contracting agency that your agency is a part of.  
*Because our Membership is a Joint Powers Agreement, your municipality is an owner as well as a Member of NJPA. You actually become a represented participant in the bidding process.*
  - Considerable time and resource savings for participating Members.
  - Nationally leveraged and aggregated pricing and services.
  - Nationally acclaimed and recognized vendors.
  - Broad range of high-quality products and services.
  - Contracts solicited, awarded and monitored by a municipal agency and governed by a publicly elected board of directors.  
*NJPA also conducts an annual, independent audit as a municipal contracting agency. The annual audit is submitted to the State of Minnesota as required by state law.*

### Q. AS NJPA MEMBERS, ARE WE STILL ABLE TO BUY FROM OTHER CONTRACTS?

- A. Yes, all NJPA contracts are non-exclusive and are contracts of choice by our Members.

### Q. CAN MY PUBLIC AGENCY USE NJPA CONTRACTS WITHOUT GOING OUT FOR SOLICITATION?

- A. Yes, in most states. All NJPA bid contracts have been competitively solicited nationally, reviewed and awarded by the NJPA Board of Directors in accordance with Minnesota public purchasing rules and regulations under the Municipal Contracting Laws, M.S. 471.345. Each solicitation and RFP contains language which includes all qualified customers in all fifty states. The RFP advises all responders that they must apply to all qualified customers in all fifty states and in some cases the provinces and territories of Canada. All RFP respondents understand that these contracts shall be used by member governmental, educational and non profit agencies throughout the United States.

### Q. WHAT IS A JOINT EXERCISE OF POWERS OR COOPERATIVE PROCUREMENT AUTHORITY?

- A. State Joint Powers Statutes generally allow for one government agency to purchase using contracts competitively solicited by another government agency. This, of course, would require the consent of all parties, including the supplier. NJPA's contracts are established to meet both the competitive solicitation and consent requirements. Generally, a public or municipal agency may participate in, conduct or administer a cooperative procurement agreement with one or more other governmental units for the purpose of meeting requirements to increase efficiency or reduce administrative expenses. A cooperative agreement also allows for the purchase of supplies, materials, equipment or services by qualified agencies so as not to repeat or duplicate the competitive bidding requirements necessary for a governmental agency purchase.

The term "Governmental Unit" as used here usually includes every city, county, town, school district or other political subdivision of this or another state; the state university; any agency of the state or of the United States, and any instrumentality of a governmental unit. In some states, this power is not passed on to specific municipal agencies. These agreements are known as Joint Powers Agreements, Membership Agreements, Participation Agreements and sometimes Intergovernmental or Interlocal Agreements.

### Q. HOW CAN I OBTAIN COPIES OF THE LEGAL DOCUMENTATION ASSOCIATED WITH EACH CONTRACT?

- A. As a municipal agency, NJPA is required to provide full disclosure of all procurement documents and files. Procurement files are electronically available at [www.njpacoop.org](http://www.njpacoop.org) or in hard copy at our office during normal NJPA business hours.

### Q. WHAT ARE THE PARTS OF AN AWARDED NJPA PURCHASING CONTRACT?

- A. NJPA contracts are made up of the terms and conditions of the RFP, submitted and accepted pricing and discount schedule and the Acceptance Award document signed by the NJPA board and awarded vendor.

## Frequently Asked Questions

### **Q. WHAT IS THE SOLICITATION AND REQUEST FOR PROPOSAL (RFP) PROCESS?**

- A. NJPA conducts a thorough 10-step process, described in full on pages 9 and 10 of this document, that includes:
- 1) Researching Member Needs.
  - 2) Researching the Market for Solutions.
  - 3) Drafting and Advertising an RFP.
  - 4) Receiving Bidders' Responses.
  - 5) Evaluating Bidders' Responses.
  - 6) Making Recommendations to the NJPA Board.
  - 7) Awarding Vendor(s).
  - 8) Posting Approved Contract Documents.
  - 9) Developing and Implementing a Joint Marketing Plan with Awarded Vendors.
  - 10) Reviewing and Maintaining our Contract throughout Its Term.

### **Q. WHAT IS THE FIRST STEP FOR AN INTERESTED AGENCY TO PARTICIPATE?**

- A. Qualifying agencies must register for Membership and may join in a matter of minutes. Visit [www.njpacoop.org](http://www.njpacoop.org) and apply online; download and complete a hard copy, or call 888-894-1930 to receive your application by mail.

### **Q. HOW DOES THE PURCHASE PROCESS FLOW?**

- A. After Membership has been established, the Member selects the contract of choice from our purchasing catalog and contacts the Vendor directly for specific product, service, ordering and delivery information. Billing is executed by the servicing Vendor or manufacturer. NJPA monitors contract compliance by the Vendor to ensure a high level of service, quality of goods and general customer satisfaction as expressed by the Member. Prior to executing the purchase order, it would be the Member's responsibility to review and accept the general terms and conditions of the specific RFP of interest and at that point, execute the purchase order directly with the awarded Vendor. Your Membership allows the NJPA Board of Directors and NJPA staff to facilitate the bid and procurement responsibilities on your behalf.

### **Q. WHAT ABOUT CUSTOMER SATISFACTION AND ASSURANCE?**

- A. NJPA requires "manufacturer product and service responsibility". This eliminates the transferring of blame in the event the customer is not satisfied. Responding manufacturers accept this responsibility and, in extreme cases, NJPA would be involved in specific communications to ensure the customer is satisfied with the complete process of procurement and contract compliance. NJPA contracts are four-year terms, reviewed annually for compliance. This level of assurance and review will give Members the leverage necessary to insure the highest level of products and service.

### **Q. HOW DO I BECOME AN AUTHORIZED SUPPLIER OF NJPA?**

- A. NJPA encourages all national Vendors to respond to the NJPA RFP solicitations. Our bids are solicited, advertised and posted on [www.njpacoop.org](http://www.njpacoop.org) (our website), [www.noticetobidders.com](http://www.noticetobidders.com) and in the Minneapolis Star Tribune.

### **Q. HOW DO I GET MORE INFORMATION ABOUT NJPA?**

- A. Visit our web site at [www.njpacoop.org](http://www.njpacoop.org) or contact any of our Vendors listed in our purchasing catalog. You also may contact us directly at 888-894-1930 or:

Mike Hajek, Director of Contracts & Marketing  
[mike.hajek@njpacoop.org](mailto:mike.hajek@njpacoop.org) • 218-894-5477

Duff Erholtz, Manager of Membership Services  
[duff.erholtz@njpacoop.org](mailto:duff.erholtz@njpacoop.org) • 218-894-5490

## Our 10-Step Procurement Process:

*It is the desire of NJPA to meet our Members' procurement requirements, but it is ultimately our Members' responsibility to interpret local purchasing laws to determine their own ability to access and participate with NJPA contracts. Our Request for Proposal (RFP) process is continuously being refined to meet the changing needs of our Members. The desired result is a national, competitively bid procurement and contract process that is not only valued by Members, but meets or exceeds local requirements—offering exceptional products and services from nationally acclaimed Vendors.*

### 1) RESEARCHING MEMBER NEEDS

Carried out at numerous national trade shows, we take the opportunity to not only display our current offerings, but also listen to our Members' needs in an effort to refine our current product and service offerings.

### 2) RESEARCHING THE MARKET FOR SOLUTIONS

Constant research helps us develop the best approach for each offering. Some industries lend themselves to an invitation for a manufacturer's response because a single manufacturer provides a complete industry solution through a number of authorized dealers. Other industries lend themselves to an invitation for a distributor response because individual distributors provide complete industry solutions as representative for a large number of manufacturers.

### 3) DRAFTING AND ADVERTISING AN RFP

This involves updating our largest, single document to meet the needs and requirements of our Members through the RFP scope, goal, intent and specifications for procurement of products and equipment. NJPA reserves the right to offer, invite and conduct a pre-bid meeting to educate potential responders and answer any questions and concerns surrounding the upcoming RFP. Questions that arise are received and addressed as defined within the general terms of the RFP.

NJPA advertises each RFP for two consecutive weeks in the Minneapolis Star Tribune (print and web), on [www.njpacoop.org](http://www.njpacoop.org), [www.noticetobidders.com](http://www.noticetobidders.com), and locally as-needed to satisfy procurement guidelines (e.g., Hawaii and Oregon). NJPA also posts bids on appropriate third party solicitation websites. NJPA desires to invite as many providers of products and equipment as possible; however, our postings require responders to meet stringent business practices, so not all providers have the ability or desire to respond. As a result, NJPA Members work with companies that demonstrate the highest level of service and delivery of products, equipment and services, as well as the best overall value at the lowest possible contract price.

### 4) RECEIVING BIDDERS' RESPONSES

Bids are opened at a public ceremony specified in the RFP.

### 5) EVALUATING BIDDERS' RESPONSES

Evaluation begins at the bid opening by determining the "Responsiveness" of each bid. "Level One Responsiveness" includes:

- Timely submission.
- Properly tabbed and organized bid.
- Electronic as well as physical copies of their submission.
- Original signatures on appropriate documents.
- Bid bond/bid security all properly submitted.

The evaluation process continues with "Level Two Responsiveness", or the evaluation of the bid response by the Bid Evaluation Committee according to the procedures and parameters set by the RFP. Our typical RFP invites the widest possible variety of products and services within the scope of a bid. Our intention is to create a contract that provides the widest possible array of utility to the widest possible array of NJPA Members. We also specifically invite bidders to define their products and services not only by industry standard terms, but also in terms of the latest technological advances and its applicability and utility to our Members.

# PROCUREMENT PROCESS

## Evaluating bidders' responses, continued:

The perceived procurement value of a bid to NJPA and its Members, in the opinion of NJPA, includes but is not limited to:

- Conforming to RFP's intent, scope and specifications;
- Competitive pricing strategies;
- Ability to sell and service NJPA Members nationally;
- Financial strength, experience and success in the industry/marketplace;
- References from past customers and prior experience with NJPA;
- A clear, concise, aggressive and effective marketing plan;
- Value added related products, services and technological advances;
- Financing options and detailed payment terms;
- Warranty and product and service responsibility; and
- Identifying the depth, breadth and quality of products and service offerings.

Additional consideration is given to bidder's who demonstrate "Green" and Disadvantaged Business Enterprise and the ability sell and service Canada and other International provinces.

The final evaluation is conducted using the "Bid Evaluation" form defined in the RFP. This form establishes a weighted scoring method and also provides for an optional "Cost Comparison." This point-based system is used as a part of the final scoring and awarded Vendor determination.

## 6) MAKING RECOMMENDATIONS TO THE NJPA BOARD

The recommendations of the Bid Review Committee are presented to the NJPA Board of Directors for final review and possible award. The NJPA Board has the final authority to issue or deny a procurement contract.

## 7) AWARDING VENDOR(S)

Upon approval by the NJPA Board, the recommended Vendor is awarded a four-year contract with NJPA, subject to annual renewals. The Contract Manager and/or the Director of Contracts and Marketing welcome the new vendor to NJPA.

## 8) POSTING APPROVED CONTRACT DOCUMENTS

A complete procurement file is organized and posted on our website, offering the applicable evaluation, contract and solicitation documents where they can be reviewed by our Members.

## 9) DEVELOPING AND IMPLEMENTING A JOINT MARKETING PLAN WITH AWARDED VENDORS

NJPA works with both the Vendor and Member to educate people about the benefits and uses of an awarded contract. We work with the awarded Vendor(s) to educate and energize their sales and service teams.

We advertise our awarded contracts in selected national publications, produce a full-color, hard copy "Contract Directory" and maintain a website offering of the contract opportunities. NJPA exhibits with Vendor Partners, in numerous national trade shows and provide break-out meetings presenting information at those trade shows on contract purchasing and cooperative opportunities available through NJPA.

## 10) REVIEWING AND MAINTAINING OUR CONTRACT THROUGHOUT ITS TERM

Contracts are reviewed annually for their effectiveness. NJPA contracts are written with four-year terms and subject to annual renewals based on those reviews. As a result, NJPA provides a simple, structured, well-documented procurement contract in an effort to create a seamless process for all of its Member procurement needs. It is important to stress that NJPA does not eliminate Member responsibility for following the bid process, but rather, provides a nationally pre-competed option, so as not to duplicate the formal bid process.

**It's Simply the Best Way to Get Started**

Copy this form, or join online: [www.njpacoop.org](http://www.njpacoop.org) and select "join."

# be the hero...

# **SUPER CHOICES**

## **NJPA contracts offer value to our Members through:**

- *Saving our Members the time and effort of facilitating their own competitive bid.*
- *Volume pricing discounts associated with a national purchasing alliance.*
- *The highest quality products and equipment provided by nationally acclaimed Vendors.*

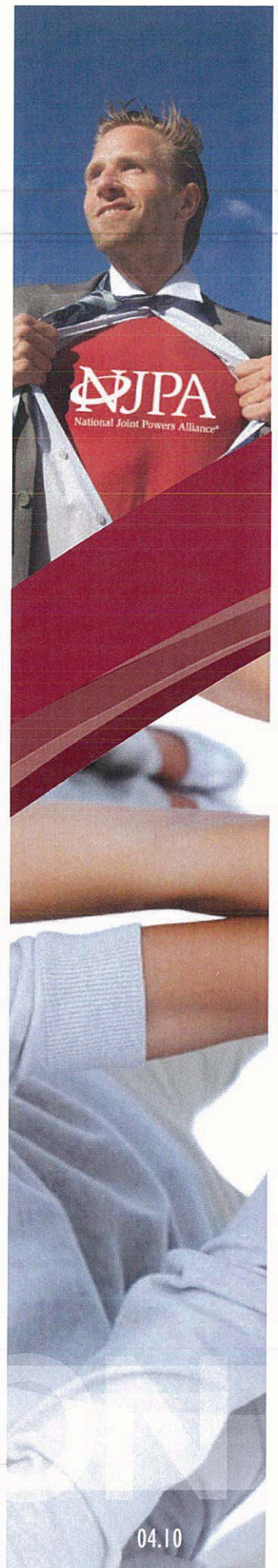
NJPA Contracts are competitively bid on your behalf. A no-cost, no-obligation Membership is all you need to access CHOICE—and get connected to competitively bid and awarded Contracts at national volume discounts. There is a better way...it's NJPA.

Over 30,000 Members are already enjoying the value of choice in purchasing. Hundreds more are joining each month. Membership is at no cost and no obligation. Be the hero. Join today!

[www.njpacoop.org](http://www.njpacoop.org)



Competitively Bid Contract Purchasing Solutions



04.10



Creating an Alliance Between Buyers and Suppliers



CATALOG



NEWSLETTER



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FAQ



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MEMBER BENEFITS  
APPLICATION  
CASE STUDIES

PURCHASE

CONTRACTS  
VENDOR DIRECTORY  
INVITATION FOR BID

VENDOR LIST

VENDOR MARKETING SITE

NJPA has established a mission to serve you, our Members, through a continuous effort to meet your present and future needs. The following contracts have been awarded and are current for NJPA and membership use.

#### ATHLETICS & HEALTH

Athletic Surfaces  
Atlas Track & Field  
Mondo USA, Inc.  
Athletic/Phy-Ed Supplies & Equipment  
Samson Equipment, Inc.  
Sportime LLC  
Playground Equipment  
Little Tikes Commercial

#### EQUIPMENT & APPLIANCES

Healthy Vending  
H.U.M.A.N. Healthy Vending  
Commercial Kitchen  
Pasco

#### HEALTH SOLUTIONS

Medical Supplies & Equipment  
School Health  
Zee Medical  
Medication Therapy Management (MTM)  
Outcomes Pharmaceutical Health Care  
Pharmaceutical Benefit  
Amerisource Bergen

#### CONSTRUCTION, FACILITY & MRO

Construction, Repair & Contractor Services  
EZIQC  
Roofing/Facility Asset Management  
WTI - Tremco  
Maintenance, Repair & Operating Supplies (MRO)  
Grainger  
Floorcovering/Carpeting  
Interface Americas Inc.

#### HEAVY EQUIPMENT

Heavy Equipment  
Caterpillar  
Bobcat  
Vermeer  
Federal Contracts Corp.  
*Case IH*  
*LeeBoy, Inc.*  
*Manitowoc Crane Group*  
*Sykes AmeriPumps*  
*Winpower*  
Alternative Energy  
Caterpillar  
Noveda

#### LANDSCAPING EQUIPMENT

Altec  
John Deere  
Kubota  
Vermeer  
Federal Contracts Corp.  
*Felling Trailers*  
*Global Trailer*  
*Land Pride*  
*Mahindra*  
*Terex*

#### FLEET

Auto/Truck Parts & Equipment  
NAPA Auto Parts  
Emergency Response  
CDW-G  
Logistic Systems  
Federal Contracts Corp.  
*Winco*

[Continental Flooring Company](#)  
[Milliken and Company](#)  
[Shaw Contract](#)  
[Tandus US, Inc.](#)

[Portable/Modular Space Solutions](#)  
[Satellite Shelters, Inc.](#)

#### CLASSROOM/OFFICE FURNITURE & SUPPLIES

[Classroom & Office Furniture](#)  
[Steelcase](#)  
[KI](#)  
[Palmer Hamilton](#)  
[School Specialty Education Essentials](#)  
[Staples Advantage - office](#)  
[Staples Advantage - classroom](#)  
[Classroom & Office Related Supplies & Accessories](#)  
[Staples Advantage](#)  
[Custodial Supplies & Consulting](#)  
[Hillyard](#)

#### TECHNOLOGY

[Administrative Software & Services](#)  
[SCHOOLDUDE.com](#)  
[Tyler Technologies](#)  
[Classroom Sound Amplification](#)  
[LightSPEED Technologies](#)  
[Computer/Technology Services, Equip., Supplies](#)  
[CDW Government, Inc.](#)  
[Copiers, Facsimile & Document Management](#)  
[Sharp Electronics](#)  
[Security & Equipment](#)  
[ADT](#)  
[Telecommunications](#)  
[Mitel](#)

#### MISCELLANEOUS

[e-Procurement](#)  
[SciQuest](#)  
[Postage Meters, Equipment & Mailing Supplies](#)  
[Neopost](#)  
[DHL Global Mail](#)  
[Staffing & Professional Employment-Related Services](#)  
[Manpower](#)  
[Transportation](#)  
[Hoglund Bus & Truck](#)

#### Fleet Management Technology

[Trimble](#)  
[Fuel Master](#)  
[INVERS](#)  
[AssetWorks, Inc.](#)  
[Federal Contracts Corp.](#)  
*Driver's Alert*

#### PUBLIC TRANSIT & UTILITY

[Public Mass Transit](#)  
[ABC Bus, Inc.](#)  
[International Bus Group](#)  
[Motor Coach Industries, Inc.](#)  
[New Flyer of America, Inc.](#)  
[Eldorado-California, Inc.](#)  
[Eldorado-Kansas, Inc.](#)  
[National Bus Sales and Leasing, Inc.](#)  
[Champion Bus/General Coach America, Inc.](#)  
[Coach and Equipment Bus Sales, Inc](#)  
[DATTCO, Inc.](#)  
[Goshen Coach, Inc.](#)  
[SVI, Inc., DBA Specialty Vehicles](#)  
[Transportation Equipment Sales Corp.](#)  
[Public Utility Vehicles](#)  
[Allianz Sweeper Company](#)  
[Genie Industries, Inc.](#)  
[Atlantic Machinery, Inc.](#)  
[Federal Signal Corp.](#)  
[Gradall Industries, Inc.](#)

#### OTHER

[Equipment & Fixed Asset Leasing](#)  
[National Cooperative Leasing](#)

#### INSURANCE SERVICES

[Group Life Insurance](#)  
[Group Long Term Disability](#)  
[Group Short Term Disability](#)  
[Alliant Insurance Services](#)

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Creating an Alliance Between Buyers and Suppliers



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### NATIONAL JOINT POWERS ALLIANCE

Realize the power and value of National Contract Purchasing! At the National Joint Powers Alliance® (NJPA) we are driven to provide efficient public service through our National Cooperative Purchasing Programs. NJPA is a national organization that creates a business and service alliance between buyers and suppliers. Our common needs and the desire to serve your agency will lead our efforts as we face the challenges of purchasing in the future.

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### OUR BACKGROUND

The National Joint Powers Alliance is a Service Cooperative created by [Minnesota Statute 12A.21](#). This statute was created in 1978 and revised in 1995 to allow participating governmental and municipal agencies to reduce the cost of purchased goods by leveraging their combined purchasing power. We are a member owned cooperative, serving all public and non-public educational systems, governmental agencies and non-profits. NJPA establishes and provides nationally leveraged and competitively solicited purchasing contracts in cooperation with the Uniform Municipal Contracting Law, [M.S. 471.345 Subd.15](#) and is enabled by [M.S. 471.59 \(The Joint Powers Law\)](#). Most of the states in the United States have enacted their version of the "Joint Powers" law. Each member is responsible to [review the laws in their state](#) to determine their ability to procure goods and services through the contracts provided by NJPA.

### OUR PURPOSE

The general purpose of the NJPA is to create and host a national municipal association's purchasing alliance. Our goal is to provide our members with requested programs and services created, coordinated and delivered through a cooperative effort between all participating members. Our purpose therefore is to serve our membership by:

- Acquiring and providing procurement opportunities for goods and services needed by NJPA Members,
- To bring the benefits of national volume pricing to NJPA Members and
- To satisfy as many of the competitive bidding requirements of NJPA and NJPA Members as possible.

### OUR VISION

Creating an alliance between buyers and suppliers.

### OUR MISSION

Striving to meet the needs of our members by providing valued solutions that are respected by our suppliers.

### OUR COMMITMENT

The National Joint Powers Alliance is committed to serving you, our members and customers. We offer a quality, measurable and cost-effective purchasing solution, by taking our members' common needs, researching the industry and returning the opportunity to purchase through

national contracts. We offer the very best products and services at the lowest possible prices by creating an alliance between buyers and suppliers. We understand that we are only able to do this as we work together, developing the partnerships that create a unified purchasing alliance.

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**CAREER OPPORTUNITIES**

Coordinator of Bids and Contracts

For questions regarding Career Opportunities please contact Susan Nanik, Human Resource Manager at 218-894-5464

SITE MAP | SEARCH

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**AI-24977**

**23.A.4.**

**National Joint Powers Alliance (NJPA)**

**CC REGULAR**

**Date:** 02/01/2011

**Submitted By:** Matilde Faz, PURCHASING DEPT.

**Submitted For:** Marty Salazar

**Department:** PURCHASING DEPT.

**Agenda Category:** Purchasing Department **Sub-category:** Hidalgo County

**Information**

**CAPTION**

Presentation for consideration, discussion, and approval of a "Membership Agreement" between National Joint Power Alliance (NJPA) and Hidalgo County, thus allowing the County to become a member of the "Municipal Contracts Agency" and expand procurement resources that are compliant with bidding requirements with authority for County Judge or Presiding Officer/Member of Commissioner's Court to execute the membership agreement.; Note: NO membership dues or fees required.

**BACKGROUND**

**Fiscal Impact**

**FISCAL YEAR:** **ACCT. #:**  
**FUNDS AVAILABLE Y/N?:** **MATCHING FUNDS Y/N?:**  
**BUDGETARY IMPACT:**  
 ITEM DOES NOT REQUIRE FUNDING AND DOES NOT HAVE A FISCAL/  
 BUDGETARY IMPACT.

**Attachments**

- Link: National Joint Powers Alliance
- Link: National Joint Powers Alliance Cont.
- Link: MEMBERSHIP AGREEMENT

**Form Routing/Status**

Route Seq	Inbox	Approved By	Date	Status
1	Purchasing Department	Marty Salazar	01/26/2011 03:13 PM	APRV
2	Budget & Management	Erika Zamora	01/27/2011 08:01 AM	APRV
3	Rosalinda Cantu	Rosie Cantu	01/28/2011 11:19 AM	APRV
4	Auditor's Office		01/28/2011 05:37 PM	NEW
Form Started By: Matilde Faz		Started On: 01/24/2011 10:37 AM		
Final Approval Date: 01/28/2011				

On motion of Commissioner Joseph Palacios, seconded by Commissioner Hector Palacios, the Court made a UNANIMOUS vote to approve items 22.C.1 & 2.

**3. Approval of interdepartmental/ interfund transfers.**

**4. Approval of revised salary schedule.**

On motion of Commissioner Joseph Palacios, seconded by Commissioner Quintanilla, the Court made a UNANIMOUS vote to approve items 22.C.3 & 4.

**23. Purchasing Department - Marty Salazar: (Exhibit EE)**

Notes:

- A. FOR ANY CONTRACT(S) AWARDED AND APPROVED UNDER THIS AGENDA, EXECUTED COPIES OF THE CONTRACT(S) WILL BE AVAILABLE ON THE COUNTY INTRA-NET WEBSITE AND WILL BE FOWARDED VIA E-MAIL, FAX OR HAND DELIVERED TO HIDALGO COUNTY AUDITOR'S OFFICE.**
- B. ANY AND ALL REQUESTS FOR PAYMENT(S) APPROVED WILL BE SUBJECT TO COUNTY AUDITORS PROCESSING PROCEDURES INCLUDING AUTHORITY FOR COUNTY TREASURER TO ISSUE PAYMENT(S)/CHECK(S).**
- A. Hidalgo County**
- 1. Current inter-local(s) and/or contract(s) for the "Housing of Inmates"**
  - 2. Presentation for discussion, consideration and action**  
Including, but not limited to, the following items in connection with New Adult Detention Center:
    - a) Detention Facility Law Enforcement Center Design- Build Contract with including action regarding Landmark Application for payment, final punch list and release of retainage**
    - b) Construction of additional pod(s)**
    - c) Selection and engagement of an architect for the construction of additional pods**
  - 3. Presentation for discussion, consideration and action (if necessary) including, but not limited to the following:**
    - a) Renovations of administration building**
    - b) Other ongoing county owned building construction, renovation repair projects**
    - c) Emergency situations occurring since last agenda meeting**
- NO ACTION taken on items 23.A.1-3.a, b & c.
- 4. AI-24977 Presentation for consideration, discussion, and approval of a "Membership Agreement" between National Joint Power Alliance (NJPA) and Hidalgo County, thus allowing the County to become a member of the "Municipal Contracts Agency" and expand procurement resources that are compliant with bidding requirements with authority for County Judge or Presiding**

**Officer/Member of Commissioner's Court to execute the membership agreement.; Note: NO membership dues or fees required.**

On motion of Commissioner Flores, seconded by Commissioner Quintanilla, the Court made a UNANIMOUS vote of approval.

5. **AI-25018 Consideration and possible action to solicit a Request for Proposals (RFP) from interested and qualified parties for the Review, Assessment and Analysis for Possible Overcharges from Hidalgo County Electric Power Providers through scrutiny of Utility Billings on a contingency basis for Hidalgo County including, but not limited to the following: Reliant Energy, Magic Valley Cooperative, CP&L and Others.**

On motion of Commissioner Flores, seconded by Commissioner Joseph Palacios, the Court made a UNANIMOUS vote of approval.

6. **AI-25016 Requesting authority to advertise a Request For Proposals packet (i.e. specifications, requirements terms, conditions, contract document) for: RFP-Prepaid (Post Tax) Voluntary Legal Services-Hidalgo County".**

On motion of Commissioner Hector Palacios seconded by Commissioner Joseph Palacios, the Court made a UNANIMOUS vote of approval.

Commissioner Quintanilla stepped away.

7. **AI-24954 Acceptance of proposal received (for the purpose of issuance of purchase order) from Armko Industries, Inc. (through Hidalgo County's membership/participation with state, interlocal or cooperative purchasing programs awarded HCDE, Choice Facility Partners Contract #07/006JC) for testing of former Administration Building Atrium Roof and Assessment in connection with the on-going "Renovations to Former Administration Building 1st and 2nd Floors" in the amount of \$2,500.00.**

On motion of Commissioner Flores seconded by Commissioner Joseph Palacios, the Court made a UNANIMOUS vote of approval.

**B. Pct. 2**

1. **AI-25038 a. Requesting approval of payment in the amount of \$4,174.72 (reimbursement for R. Gutierrez Engineering Corp.) for the publication of statutory notice to public hearing for the McColl Rd in cooperation with Texas Department of Transportation and the Federal Highway Administration.**

On motion of Commissioner Joseph Palacios seconded by Commissioner Hector Palacios, the Court made a UNANIMOUS vote of approval.

**b. Requesting acceptance & approval of Invoice No. 24407 in the amount of \$200.00 for the spanish translation services from Davila & Associates, Inc. for the McColl Rd Project.**

On motion of Commissioner Hector Palacios seconded by Commissioner Flores, the Court made a UNANIMOUS vote of approval.

2. **AI-25083 Presentation for discussion, consideration, acceptance and approval of request for payment for the required fees to record subdivision for the Precinct No. 2 Office Complex Subdivision for the following fees:**

**a. \$96.00- County Clerk #3;**

**b. \$250.00- Hidalgo County Drainage District #4;**