

Public Sector 101

INTERNAL USE ONLY



Goals for Today

- ✓ **What is Public Sector and Why is it Different**
Allan McCombs
Wayne Casper ("The Godfather")
- ✓ **The Contracting Process and the Lead Agency Model**
Sarah Vavra
- ✓ **The View From the Supplier Side**
Ken Heckman
- ✓ **The OMNIA Partners, Public Sector Organization**
Allan McCombs

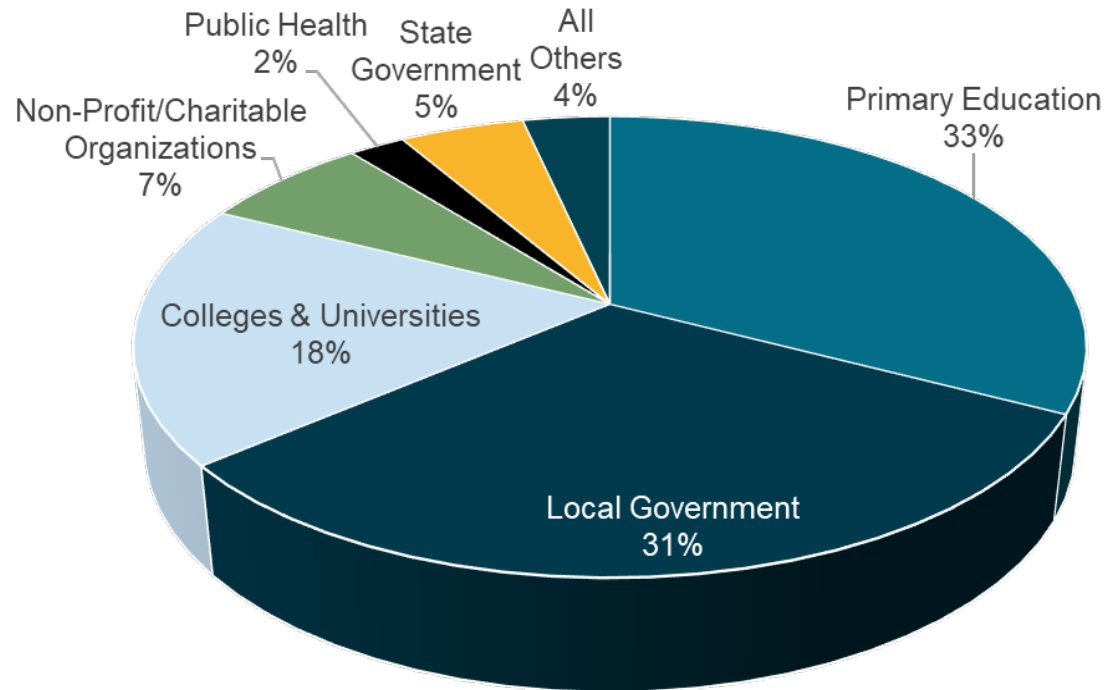
Public Sector Customers



- **State / State Agencies**
- **County Government**
- **City Government**
- **K-12 School Districts (public & private)**
- **Colleges & Universities (public & private)**
- **Special Districts**
(Housing Authorities, Airports, Water Districts)
- **Non-Profit Organizations**
- **Any agency that exists for public benefit**

Participation by Segment

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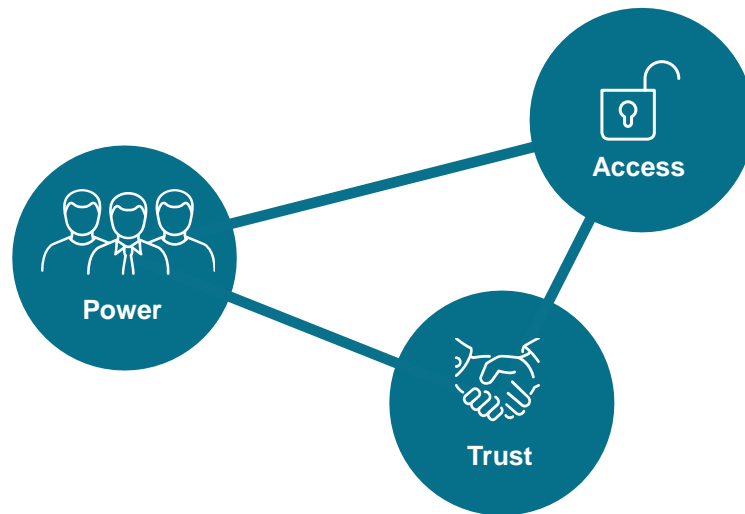
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Power through the largest, most experienced cooperative in public sector

Access to competitively solicited and publicly awarded contracts by a lead agency

This is the key - more detail later!

Trust in the comprehensive portfolio of contracts with industry-leading suppliers



OMNIA Partners, Public Sector



LEADERS

Leading cooperative purchasing organization for public agencies and educational institutions across the United States

EXPERIENCED

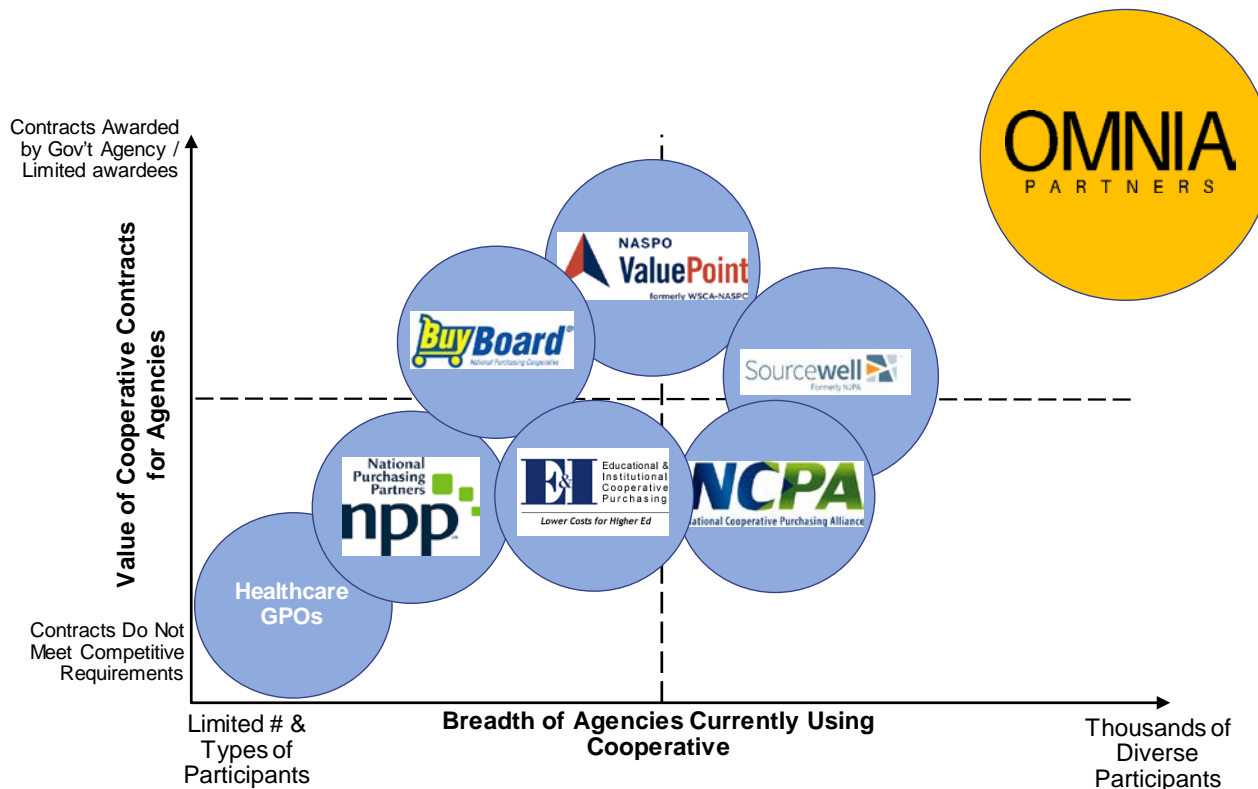
Team of dedicated, certified public procurement professionals, supply chain and cooperative purchasing experts with over 200 combined years of public procurement experience and over 300 years of cooperative purchasing

COMPLIANT

Each of our 300+ agreements have been obtained through a Request for Proposal (RFP) process by a Lead Public Agency

Competitive Landscape

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Benefits of Cooperative Purchasing

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1

Reduces agency administrative burden of time/resources

2

Opportunity for greater efficiency and economies of scale in acquiring goods and services

3

Product cost savings through nationally leveraged pricing

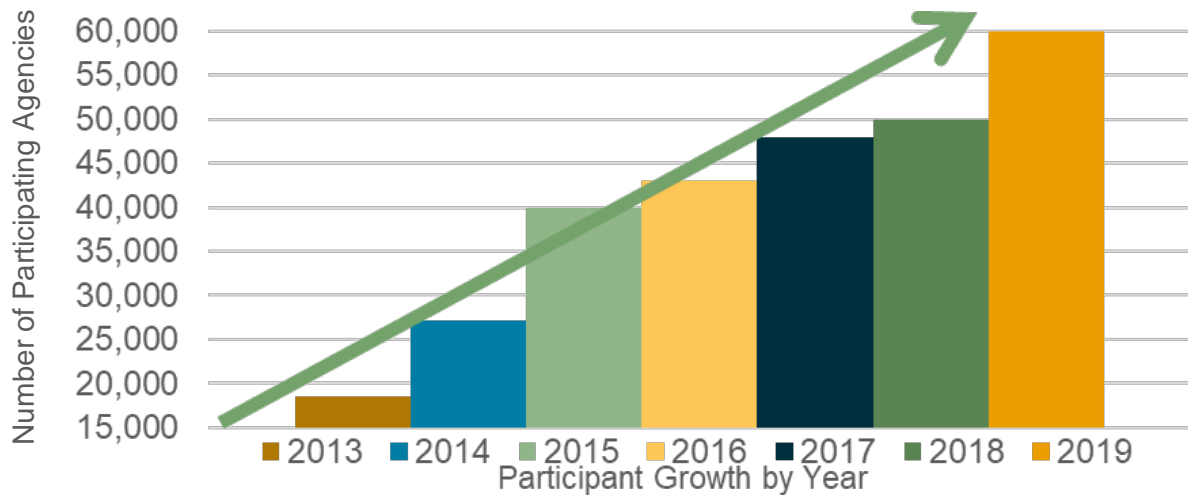
4

No cost to agencies or minimum purchase amounts

5

First-class purchasing procedures ensuring the most competitive contracts

OMNIA Partners, Public Sector participation has roughly tripled over the last six years, and we are putting the people, processes and technology in place to support our future growth.



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60,000

Participants
leveraged at least
one contract in the
last 12 months

\$13B

In purchasing power

300+

Contracts

32

Lead Agencies

THE PUBLIC SECTOR OPPORTUNITY



Non Federal Government Procurement Spend

EXISTING MARKET TODAY

Currently, of the \$750B in Non-Federal Government spending, approximately \$20B is attributable to group purchasing organizations.

EXPECTED MARKET IN FUTURE

As more Non-Federal Government entities adopt the cooperative purchasing model, of the \$750B in total spend, the proportion is expected to grow to \$250B.





The Contracting Process

Sarah Vavra

Lead Agency Model



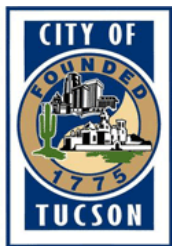
Two Key Points to Remember:

The lead agency owns the contracting process as well as the resulting award to the supplier

All solicitation and award documentation is posted on the OMNIA Partners, Public Sector website (www.omniapartners.com/publicsector) and available in the documentation section of each awarded agreement

Our Lead Agencies

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UNIVERSITY
OF
CALIFORNIA



Norfolk Public Schools
NATIONALLY RECOGNIZED. GLOBALLY COMPETITIVE.



TAMARAC
The City For Your Life



Our Lead Agencies

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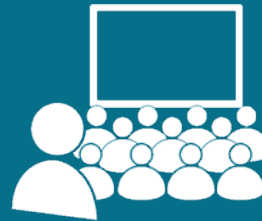
PORT OF PORTLAND
Possibility. In every direction.®



Contract Categories



- Athletic
- Apparel
- Automotive Parts
- Business Products, Machines & Services
- Construction
- Consulting & Professional Services
- Disaster Preparedness, Relief & Restoration
- Equipment Rental
- Facilities/Grounds Maintenance
- Flooring
- Food
- Furniture
- Grounds Keeping and Irrigation
- Heavy Equipment
- HVAC
- Janitorial
- Maintenance & Operations
- Managed Print Solutions
- Office Supplies
- Oracle
- Playground Equipment
- Roofing
- School Supplies
- Technology
- Travel
- Many More!





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The View from the Supplier Side

Ken Heckman

Supplier Benefits of Cooperative Purchasing



1

Provides streamlined access to public sector customers and increases speed to revenue

3

Provides flexibility to meet the diverse demands of customers

4

Facilitates account retention

2

Eliminates the need to respond to multiple bids

5

Meets the compliance needs of the public sector market

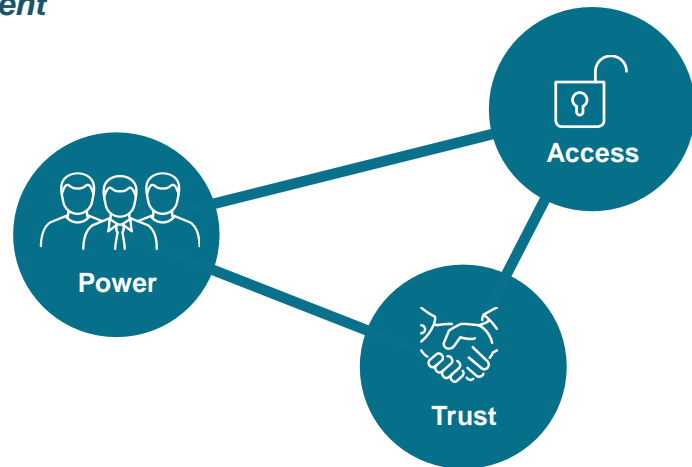
Power In the Partnership



We create and execute a high velocity sales strategy that:

- Delivers *top line sales growth* as well as ongoing *margin dollar enhancement*
- Collaborates for success and *builds long standing partner relationships*
- Provides *access to key decision-makers*
- Leads to *program adoption* and *relationship expansion*
- Explores *innovative solutions* that provide added value to all stakeholders

*We are here to *deliver performance* and *sustainable growth*



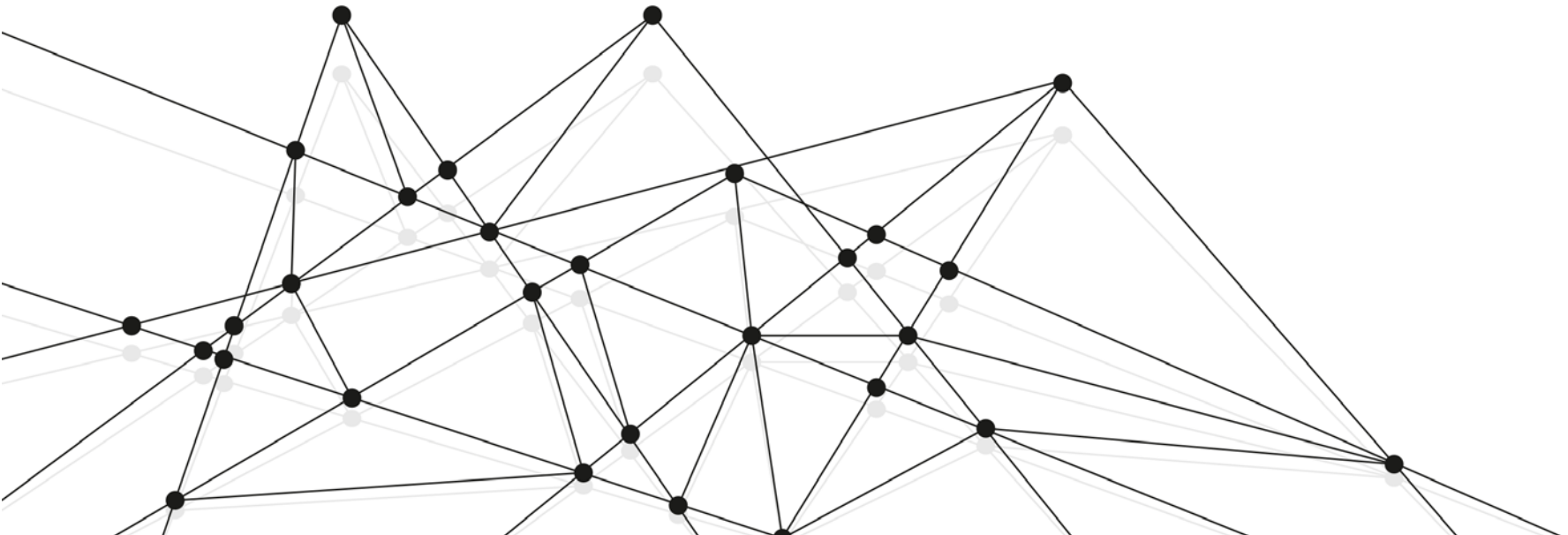
Partnership Commitments



- We value our *supplier partnerships* and work together to define growth strategies that will meet each others expectations of the partnership.
- We assign *partner development managers* solely focused on growing the program with our supply partners.
- We work with our supplier partners to provide *unique & flexible solutions* by market segment and based on individual customer's needs.
- We connect our suppliers with our *account management team* and focus on executing an integrated, repeatable sales activity model that leads to growth.
- We connect our suppliers with marketing resources to customize and deploy a *dynamic marketing program* that is flexible, sales focused and includes the correct messaging for each buying model
- We stay involved throughout the program with checkpoints and business reviews to *ensure successful outcomes* that exceed your other sales channels.

The Public Sector Teams

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Group VPs

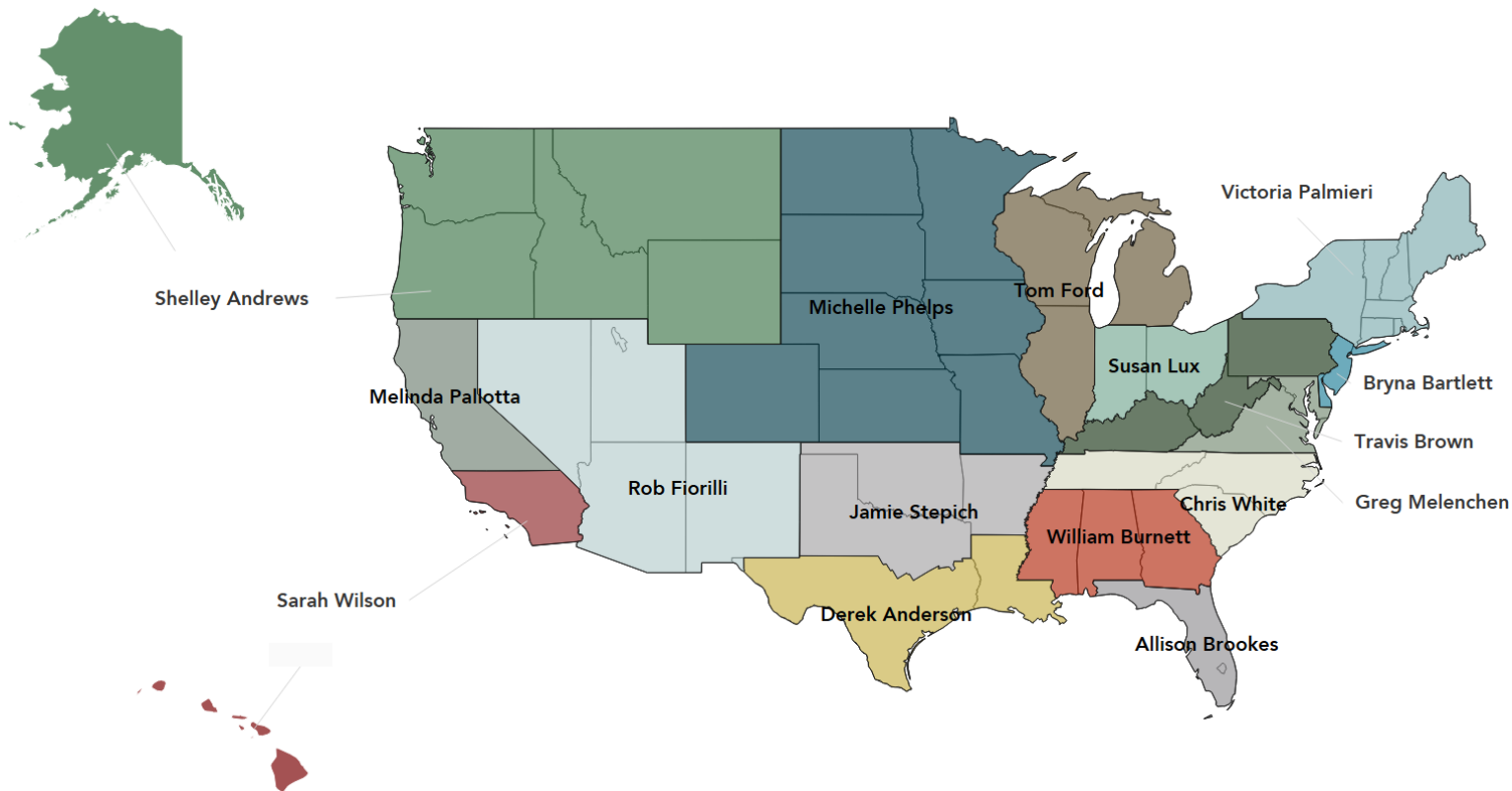


Wayne Casper – Group VP – Strategic Accounts

Michael Schwalm – Group VP - Higher Education

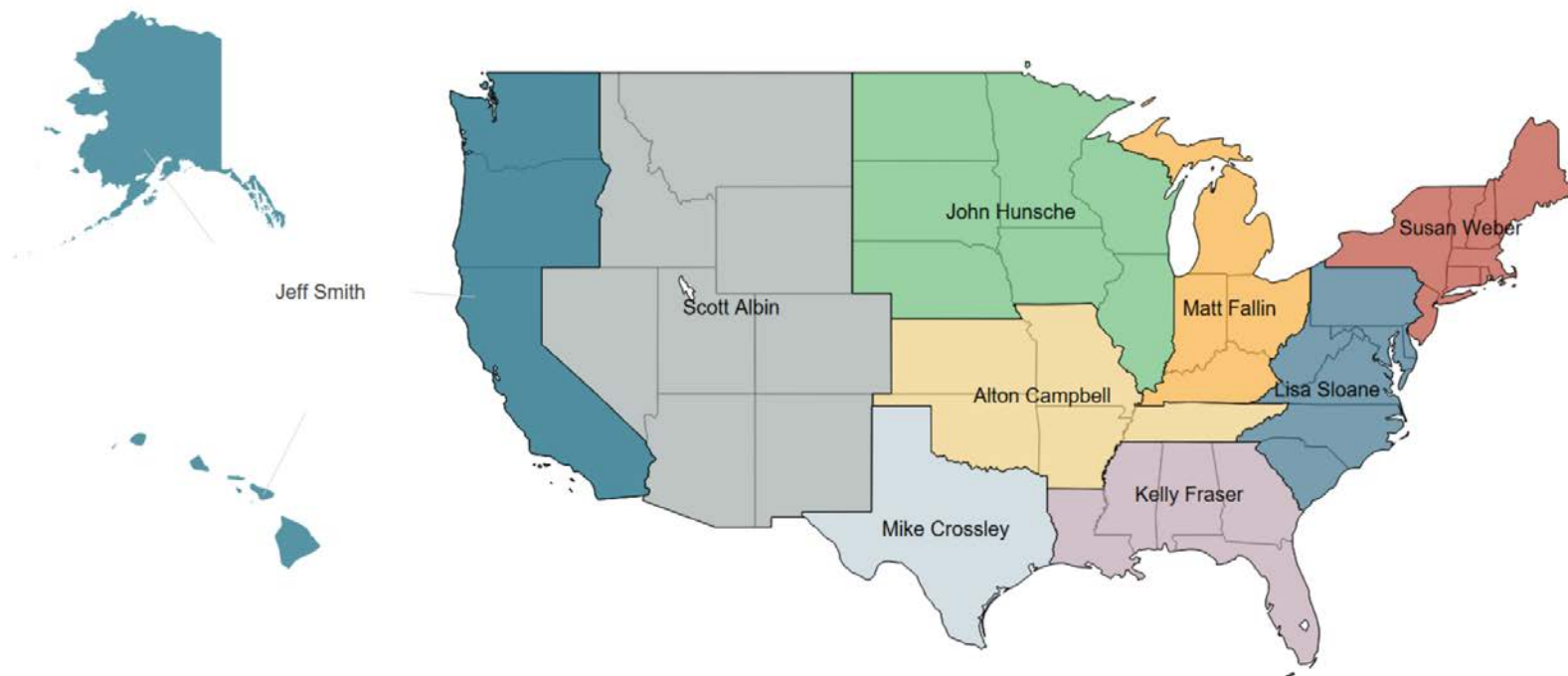
Municipal & K-12 Team

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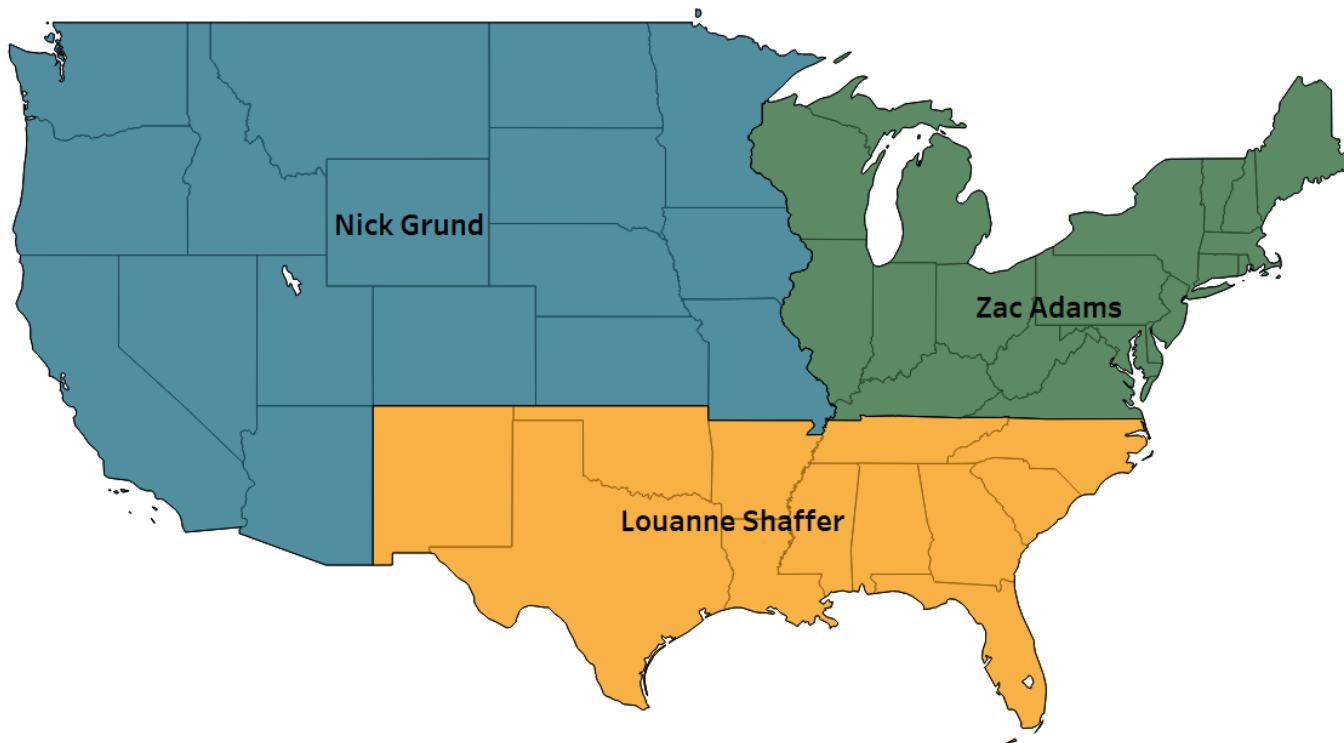
Higher Education Team

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Strategic Accounts Team

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Questions?