



USING COOPERATIVE CONTRACTS: HOW AN INTERNATIONAL AIRPORT STREAMLINED THEIR PURCHASING STRATEGY

CASE STUDY

PROBLEM:

The fifth-busiest airport in the United States — with more than 53 million passengers traveling through each year — was looking for ways to streamline their internal processes and reduce their number of contract vehicles. Like many airports across the nation, the airport faces a major problem when it comes to purchasing. They don't have enough time or resources to go through a lengthy solicitation process for data communications and electrical products, or maintenance services. The request for proposal process can take months to complete and also requires maintenance during the life of the awarded contract. These administrative tasks, such as evaluating costs, managing vendor relationships and completing renewal processes, are often cumbersome.

BENEFITS OF COOPERATIVE CONTRACTS



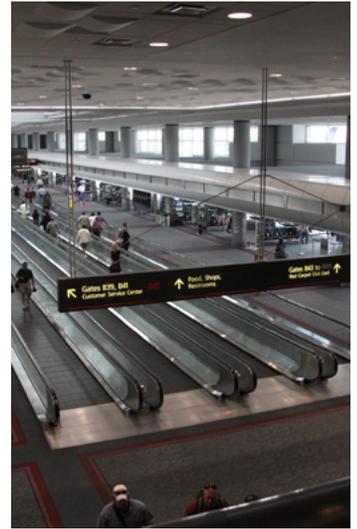
MORE DEMAND LOWERS PRICES



STREAMLINE PURCHASING BY
ELIMINATING STEPS



GROWING YOUR NETWORK



SOLUTION:

The airport recognized their need for a more streamlined purchasing strategy and began researching other options. They soon realized they could purchase the products and services they needed on a national cooperative contract through National IPA. All cooperative contracts in National IPA's comprehensive portfolio were competitively solicited and awarded by a lead public agency, and their contract with WESCO is no different. The lead agency uses a best-practice model to complete the solicitation process for public agencies and educational institutions, saving them valuable time and resources. The airport began purchasing all of their data communications products through WESCO's cooperative contract with National IPA. This prevented them from spending countless resources on their own solicitation process.

RESULTS:

The airport implemented the contract for both its own use and all 65 surrounding city and county entities. They went from having a line-item contract with limited products to a more robust option with clearer contract maintenance. Purchasers within these entities can now focus on more productive tasks rather than lose time on renewing another contract. Each of the 65 purchasing departments can use the new cooperative contract for electrical, lighting, voice and data communication, and maintenance, repair and operating supplies.



Interested in learning more
about cooperative contracts?

Contact us at
1.800.438.9372
or email express@wesco.com

WESCO's full catalog is available on a national cooperative contract through National IPA. All contracts in National IPA's portfolio have been competitively solicited and publicly awarded by a lead agency. Contract documentation can be found at www.nationalipa.org.