

## Overview of TCPN (The Cooperative Purchasing Network)

Allsteel is proud to hold a contract with The Cooperative Purchasing Network (TCPN). TCPN is a Group Purchasing Organization (GPO's).

The purpose of a GPO is to allow its members to join together to leverage purchases in order to acquire goods and services at lower prices. GPO's are not resellers, but rather contract negotiators. End users are entitled to purchase through these negotiated contracts at the price and terms so specified.

GPO's are a non-profit instrumentality of government that assists public agencies in reducing the cost of goods and services through pooling the purchasing power of public agencies nationwide. This is accomplished through competitively solicited contracts for quality products through lead public agencies.

The advantages of participating with a GPO include most favorable public agency pricing, no cost to participate and a broad range of high quality products. Participation in a GPO is not required of public entities. However, participation by government entities provides the legally required competition for contracts for commonly purchased items thereby saving the public entity the cost of going through the competitive process. Vendors with GPO awarded contracts have agreed to provide the best pricing, terms and conditions available to similar customers. Purchasing agencies often find that purchasing through a GPO offers price levels that a single agency cannot achieve on their own.

The total cost of the GPO contracts with Allsteel is funded through a fee paid by Allsteel that is based on a percentage of sales. The GPO does not charge any membership fees to participating entities.

Public agencies can use the program without going out for solicitation. All Allsteel GPO contracts have been competitively solicited by a lead public agency in

accordance with their public purchasing rules and regulations. Each solicitation contains language which advises all suppliers that the subsequent contract may be used by other government agencies throughout the United States. This language is based on the lead jurisdiction, "Joint Powers Authority" or "Cooperative Procurement" program. Although each government may have different purchasing procedures to follow, applying these competitive principals satisfies the competitive solicitation requirements of most state and local government agencies.

State statutes and, if applicable, local ordinances generally allow one government agency to purchase from contracts competitively solicited by another government agency ("Lead Public Agency"). This requires the consent of all parties including Allsteel, the Lead Public Agency and the government agency purchasing from the Lead Agency Contract. Allsteel TCPN contract is established to meet both the competitive solicitation and consent requirements.

This contract is available to public and private schools, colleges and universities, cities and counties, states and other public entities. They are also available to 501(C) (3) non profit agencies providing a service on behalf of a government entity.

TCPN provides a website that details the Lead Public Agency Authority, participating suppliers, discounts, FAQ's, and contact information.

For additional information, or to become a member of TCPN please go to: [www.tcpn.org](http://www.tcpn.org)

Your local Allsteel Sales Representative and your Authorized Allsteel Dealer is at your service to explain the TCPN program, discuss planning options and to provide quotes for products and services.

