



NJPA Contract Summary

RESOURCES:

NJPA Website: <http://www.njpacoop.org>
Altec Landing Page: <http://www.njpacoop.org/contract-purchasing-solutions/contracts>
NJPA Contract#: 031014-ALT
NJPA Contract Manager:
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PROGRAM OVERVIEW

The National Joint Powers Alliance (NJPA) is a Service Cooperative that was created to assist participating governmental, municipal, and non-profit agencies in reducing the administrative costs of commodity/goods procurement by leveraging membership purchasing power. NJPA is a member-owned cooperative, serving all public and non-public educational systems, governmental agencies, K12 and non-profit organizations.

The purpose of NJPA's contract, is to acquire and provide procurement support for goods and services needed, provide the benefits of national volume pricing and to satisfy as many of the competitive bidding requirements of NJPA and NJPA members as possible. NJPA is a legal entity of government. It 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). State, municipal, and county government entities, as well as school corporations and non-profit agencies can "sole source" from this contract without soliciting public bids.

PRICING

Contract Basis

- The NJPA contract was originally mirrored after the GSA contract.
- The structure is similar; however, the NJPA contract offers a flexible product offering than that of GSA.
- NJPA pricing differs from that of GSA:
 - Travel charges are excluded from base model
 - FET is not included on models exceeding 33K# GVWR
 - Contract fee differs from GSA's fee

What is Included

- See attached pricing list.

Expires

- Contract terms expire after four year terms and are renewable on an annual basis.

HOW CUSTOMERS PURCHASE

Quoting

- New equipment will be sold at the contracted listed base price.
- NJPA price list optional items may be included at their contracted rate.
- Additional items requested will be quoted as open market items
- Open Market/Optional items can be quoted
- Opportunity to sell Stock and Demonstrator products through this contract is available.



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Purchasing

- Altec utilizes a B-to-G order process, where NJPA members issue purchase orders directly to Altec.

CHASSIS

Chassis are Altec Supplied

- NJPA Contract base model pricing includes unit, body and chassis pricing.
- Custom or customer supplied chassis can be provided. Quotes will be modified to account for the difference in cost between the requested chassis and the contracted chassis.

Approved Chassis Dealers

- Altec approved chassis dealers and customer supplied chassis dealers are eligible to be used.
- **NOTE: If the opportunity is a Texas based request, local Texas chassis dealers should be utilized for all new builds**

NOTE: Contact Cullen Bull 205-458-1565 (cullen.bull@altec.com) for any questions related to Altec's NJPA contract.