



APRIL 2010 eCONNECT

A monthly Cooperative Purchasing publication

In this issue: Is it time for new copier equipment? - What's new in CP - Paper time!

NDESC/CRI has two contracted vendors for copiers - Konica Minolta and Kyocera (highlighted below). Discounted pricing is available through your local dealer and can be purchased throughout the year. Please visit www.ndesc.org for more information about these contracts.

Is it time for new copier equipment?

Submitted by Philip Borchardt - Kyocera National and Government Account Manager

It's that time of year again. The time to look at budgets and think about what money is available to replace old and outdated equipment. As you are doing your evaluation of where to spend your available funds, you should also think about how you go about spending those funds. Are you and your staff spending a lot of time and effort evaluating equipment and vendors or are you taking the "smart and more cost effective" approach by using the cooperative purchasing program through NDESC/CRI?

As a contracted vendor for NDESC/CRI's copier program, Kyocera offers an award winning range of both color and black and white copiers at substantial savings.

This pricing is available through local dealers who offer hands on attention from local companies who provide jobs and pay taxes to your local community.

How does buying from NDESC/CRI contract save you money? We do the bidding for you!

Typical bidding process:

1. Identify and define the need.
2. Identify the qualified vendors
3. Identify and write the specifications
4. Prepare and send the RFP to all qualified vendors
5. Advertise the RFP (based on most local bid laws)
6. Review and score the responses to determine finalists
7. Interview the finalists
8. Test the finalist's equipment
9. Determine the final award
10. Notify the bid winner and losers
11. The equipment arrives

Reduce the amount of time and effort spent on the bidding process - buy off NDESC/CRI contracts!

Contact your local dealer for more information!

Liberty Business Systems - Fargo
701-241-8504

Liberty Business Systems - Grand Forks
701-775-0380

Central Business Systems - Jamestown
701-252-7474

Southwest Business Machine - Dickinson
701-225-3213

Clute Office Equipment, Inc. - Minot
701-838-8624

Fireside Office Solutions - Bismarck
800-279-1713



What's new in Cooperative Purchasing?

Cooperative Purchasing is a member driven program!

Your participation and ideas are essential to making this program a success. Every purchase you make from our contracted vendors helps drive down the cost of their products.

Your feedback and suggestions determine the contracts we offer and we are excited to announce the following new contracts.

Cooperative Purchasing is not only about saving money on consumable supplies and large commodity items, it is a service that you can utilize to help make your buying process more efficient.

AV Rover

Portable AV Systems

Discount: up to 24% off list price

Contact: John Stewart

Phone: 800-724-0236

johns@avrover.com

Flaghouse Inc.

PE, Recreation, Athletic and Fitness Products

Discount: 15% - 20% off list price on many items

Contact: Mike Gullickson

Phone: 507-254-8924

mike.gullickson@flaghouse.com

Midwest Technology Products

Industrial Supplies

Discount: 10% and free shipping

Contact: Sarah Cruz

Phone: 800-831-5904 ext. 3120

scruz@midwesttechnology.com

MNJ Technologies Direct

Technology Equipment

Discount: 7% off list price

Contact: Chris Mitchell

Phone: 800-870-4340 ext. 8361

cmitchell@mnjtech.com

Palmer-Snyder

School Furniture and Equipment

Discount: varies by product

Contact: Steven Cook

Phone: 800-535-4519 ext. 211

scook@palmersnyder.com

Pocket Full of Therapy

Educational Products for Special Needs Students

Discount: 5% off orders over \$250; 10% off orders over \$1,000

Contact: Barbara Piscopo

Phone: 732-441-0404

Staples Furniture

School Furniture

Discount: varies by product, quantity and manufacturer

Contact: Chuck Luchen

Phone: 913-897-5228

chuck.luchen@staples.com

Paper catalogs are coming soon!

You can expect to receive your catalog for white and colored copy paper in April.

If you have any questions or would like additional information about Cooperative Purchasing, contact Kelsey Felstul at 866-337-2005 or kfelstul@lcsc.org.

Visit www.ndesc.org for more information about our partnered vendors.