


FIELD DIRECT

PURCHASING PROGRAM

shaw[®]
SPORTS TURF

HUDDLE UP WITH PURCHASING PARTNERS
THROUGH SHAW SPORTS TURF'S COOPERATIVE PROGRAM
TO GET YOUR FIELD IN THE GROUND EASIER.





The Field Direct Purchasing Program includes multiple cooperative purchasing partners allowing customers to purchase Shaw Sports Turf through awarded contracts that have been publicly solicited and competitively bid.

HOW DOES THE FIELD DIRECT PURCHASING PROGRAM WORK?

A cooperative purchasing program allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing on goods and services.

The participating cooperatives evaluate and award contracts for recommended products and services. All awarded items are posted on your local purchasing cooperative website so that members can search for and select items to order. This allows you to complete the process in 1/3 of the time of the traditional bid process.

WHY CHOOSE THE FIELD DIRECT PURCHASING PROGRAM?

Through this program Shaw Sports Turf is able to bring the savings directly to you. Because vendors like us are bidding to provide services to many agencies instead of just one, we are able to offer the best available pricing.

- **Convenient**—significant staff resource time and expense saved
- **Flexible**—contracts are designed to meet the demands and needs of organizations of all sizes
- **Transparent**—terms and pricing upfront, no hidden costs or requirements
- **Compliant**—cooperative contracts are designed to meet statutory, policy and administrative requirements

Through using the Field Direct Purchasing Program you are able to avoid a situation caused by choosing a less reputable service/company in a “low bid” procurement process. The “lowest bid” does not always equate to the “best bid.”

TRADITIONAL BID PROCESS VS SST FIELD DIRECT PURCHASING PROGRAM

- 1 Identify need/project
- 2 Research architect and engineering firms
- 3 RFP/ Select A&E Firm or Consultant
- 4 Design and specifications
- 5 Finalize design specifications
- 6 Advertise the bid
- 7 Conduct pre-bid meeting
- 8 Bid the project
- 9 Bid review/final selections
- 10 Bid award
- 11 Bid approval
- 12 Pre-construction meetings/begin construction

- 1 Contact Shaw Sports Turf Representative
- 2 Determine project scope & issue cost proposal
- 3 Issue PO referencing Cooperative Contract Number
- 4 Construction begins

- Field Direct Purchasing Program leverages already publicly solicited, competitively bid and awarded contracts that satisfy affiliated state and local agencies bid requirements.
- Strength in numbers: the sheer volume of purchasing power amassed by the size of the cooperative provides each member with economies of scale.
- Saves procurement professionals time and resources necessary to research new product categories, source competitive quotes and negotiate pricing.



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As an awarded vendor, Shaw Sports Turf has competitively bid and received several contracts from multiple cooperative purchasing organizations.

Association of Educational Purchasing Agencies (AEPA)

- Monterey County Office of Education (CA)
- Colorado BOCES Association (CO)
- Capitol Region Education Council (CT)
- Panhandle Area Educational Consortium (FL)
- Southeast Kansas Education Service Center (KS)
- Green River Regional Educational Cooperative (KY)
- Green River Regional Educational Cooperative (MA)
- Oakland Schools (MI)
- Cooperative Purchasing Connection (MN)
- EducationPlus (MO)
- Montana Cooperative Services (MT)
- North Dakota Educators Service Cooperative (ND)
- Nebraska ESU Cooperative (NE)
- Middlesex Region Educational Service Commission (NJ)
- Cooperative Educational Services (NM)
- Ohio Council of Educational Purchasing Consortium (OH)
- Inter Mountain ESD (OR)
- Region 16 Education Service Center (TX)
- Fairfax County Public Schools (VA)
- Regional Educational Service Center Agency 2 (WV)
- CESA Purchasing (WI)
- Northeast Wyoming BOCES (WY)

Educational & Institutional Cooperative Services, Inc. (E&I)

National Joint Powers Alliance (NJPA)

University of California Office of the President (UCOP)

The Interlocal Purchasing System (TIPS)

For more information, contact:

JIMMY MARSHALL

NATIONAL COOPERATIVE PURCHASING
SALES MANAGER

615.879.0136

jimmy.marshall@shawinc.com

“PURCHASING THROUGH FIELD DIRECT ALLOWED US TO PURCHASE THE FIELDS AT A SIGNIFICANT SAVINGS OF APPROXIMATELY 25 PERCENT, AND SAVED TIME TO SPEC AND BID THE PRODUCT. WE HAD BETTER CONTROL OVER THE PRODUCT AS WELL. IT SAVED US FROM CUTTING AN ENTIRE FIELD OUT OF OUR PROJECT DUE TO COST. THE TIME MANAGEMENT ON THIS PROJECT HAS BEEN THE MOST EFFICIENT PROJECT I HAVE WORKED ON IN OVER TWO DECADES.”

- Mary-Jeanne Hutchison,
Director of O’Fallon Parks and Recreation.



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