



To:  
New York State Sales

From:  
Constance Young Moore  
Major Account Contract Manager

**NEW FOR NEW YORK!**  
PEPPM "MAC" Contract for  
N. Y. State Purchase Option Plan (POP)  
For Non-State Agencies

Date: December 31, 2012

**PEPPM NYS Purchase Option Plan Promo: Contract #072633300**

**Good News – Now that the New York State contracts have expired, we have a new pricing vehicle!**

New York State has authorized use of alternative "piggyback" contracts for Non-State Agencies. The PEPPM contract (which originated in Pennsylvania) has been used successfully in a number of states, including Connecticut and Massachusetts. We have established a new NYS POP contract, similar to the old one, using PEPPM's terms and conditions.

Below is a summary of the new contract – what's new and what has changed. Review this carefully along with the attachments, which are critical to accurate pricing and order processing. We will roll out more training in January, but you can start to sell NOW with these documents. Please retain these for reference.

This contract is available to all Non-State Agencies in New York, including Public Schools (K-12), Political Subdivisions (counties and municipalities), BOCES, etc. It can be used immediately. Private non-profit schools and colleges, hospitals, and organizations are not eligible for this contract. New York State Agencies & State Owned Colleges are also NOT eligible.

**PLEASE READ THE FOLLOWING DETAILS CAREFULLY, AS THIS CONTRACT REQUIRES THAT YOU FOLLOW VERY SPECIFIC NEW GUIDELINES:**

**WHAT'S NEW:**

- 1) NEW products not previously on NYS POP are now included.
- 2) NEW pricing discounts by product (per attached exhibit) – previous discounts no longer apply.
- 3) NEW order process is REQUIRED. See attached process memo (to be updated shortly) and form REQUIRED for order submission.
- 4) NO WARRANTY is included, as the New York State contract requiring warranty has expired. This will help make pooling easier for many customers.
- 5) Customer's PO must reference PEPPM NY POP Contract #072633300.

**WHAT'S THE SAME:**

- 6) All products (and MANY more accessories) have a maximum discount allowance, which must be used first to buy down interest to 0% at order time. REMEMBER: NOT ALL PRODUCTS HAVE ENOUGH DISCOUNT DOLLARS TO BUY DOWN TO 0% IN ALL CONFIGURATIONS FOR ALL TERMS. This amount is "Total Discounts Used" on the Range Register, not the "Below Floor" amount.
- 7) Each unit's discount allowance must be used FIRST to buy down that unit's interest rate to 0%. After that you may apply discount allowances to other units in the worksheet.
- 8) When you use the discount allowance it will show on your worksheet as going below floor. Controller Approval via the ValueQuix approval process will be required, and will be granted up to the maximum discount allowance total by worksheet. You cannot utilize more than the maximum discount allowance under any circumstances, without approval.
- 9) Each product has a fixed purchase option price that may NOT be changed. This must be disclosed on the customer's agreement and/or Purchase Order. When this is added to the sum of the monthly equipment payments for the term, the total will be equal to or less than the total cost for the configuration as stated on the ValueQuix worksheet before discounts.
- 10) Finance terms must be 36, 48, or 60 months.

## **New York Opens Door to Savings through Purchasing Cooperatives KPN and PEPPM**

*Andrew Cuomo's signature changes New York law, opening local access to more than 300 bids already being used by more than 1,500 other schools and government agencies in 45 other states. Turnkey solutions and major technology brands can be purchased immediately in New York State because a Pennsylvania agency has already done the bidding and evaluation.*

New York, NY ([PRWEB](#)) September 21, 2012 – New York's city and county governments, municipalities, school districts, religious organizations, libraries and nonprofits (Public Agencies) now have immediate access to more than 300 purchasing contracts, from neighboring Pennsylvania, thanks to a bill signed into law by Gov. Andrew Cuomo.

Public Agencies in New York can now save time and money in procurement by piggybacking on bids that have already been solicited, advertised, evaluated, and awarded by two cooperative purchasing programs operated by the Central Susquehanna Intermediate Unit (CSIU), a political subdivision of the Commonwealth of Pennsylvania located in Milton, Pennsylvania.

Once denied access to out-of-state contracts, New York can now take advantage of the CSIU's cooperative procurement programs that are already benefiting Public Agencies in 45 other states. The cooperative procurement programs operated by the CSIU are the [Keystone Purchasing Network \(KPN\)](#) and the [PEPPM Technology Bidding and Purchasing Program](#).

Enacted this past month, the law (S.5525c, Chapter 308) allows Public Agencies to secure lower costs for products and services by piggybacking on bids that were conducted by other governmental entities. The successful bill was sponsored by New York State Sen. Betty Little, (R- Queensbury), who said in a statement, "This saves money and time, and its timing is obviously critical given the financial pressure local governments and schools are under."

PEPPM contracts provide technology products, services and supplies from hundreds of brands, such as Canon, Cisco, Dell, Hewlett Packard, and Xerox, each having been competitively bid and evaluated based on lowest prices from responsive and responsible vendors. The PEPPM website at [www.PEPPM.org](http://www.PEPPM.org) posts more than 520,000 technology items, and offers online quoting capabilities for Public Agencies seeking volume discounts. PEPPM also offers its contracts to agencies without requiring registration or membership.

KPN contracts provide a wide range of products and services including school, office and custodial supplies, kitchen equipment and supplies, and industrial art supplies. Through KPN, complete turnkey solutions can be completed for products such as portable and modular buildings, roofing repair and replacement, and all athletic surfaces. KPN features FieldTurf® for artificial turf, tracks and courts, and Shaw® Contract Carpet for installation of carpet and hard surface flooring. KPN can supply Konica Minolta copiers, Hertz Furniture Products, and a program that can reduce freight costs. KPN is a free membership program and describes its cooperative and contracts at the website [www.theKPN.org](http://www.theKPN.org), where membership forms can be obtained.

"The change in law gives Public Agencies the opportunity to buy products and services they need under a bid process that meets all bidding requirements and at prices that represent a true value to them," said Charles Peterson, director of cooperative services and operations for the CSIU.



**Contact Information**

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PEPPM Technology Bidding and Purchasing Program

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Keystone Purchasing Network (KPN)

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**Online Web 2.0 Version**

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## S5525B-2011: Authorizes municipalities and districts thereof to contract for certain goods and services jointly with the state or other municipalities

This bill has been amended.

Same as: / Versions: [S5525-2011](#) [S5525A-2011](#) [S5525B-2011](#) [S5525C-2011](#) [S5525D-2011](#) [Print HTML Page / Print Original Bill Format / ShareThis / Read or Leave Comments](#)

Authorizes municipalities and districts thereof to contract for goods and services jointly with the state or other municipalities.

**Sponsor:** [LITTLE](#) / **Co-sponsor(s):** [CARLUCCI](#), [MARTINS](#), [OPPENHEIMER](#), [RITCHIE](#), [VALESKY](#) / **Committee:** [LOCAL GOVERNMENTS](#)

~~Law Section: General Municipal Law / Law: Amended 103 - Gen Municipal~~

### S5525B-2011 Actions

- Aug 1, 2012: SIGNED CHAP.308
- Jul 20, 2012: DELIVERED TO GOVERNOR
- Jun 21, 2012: returned to senate
- Jun 21, 2012: passed assembly
- Jun 21, 2012: ordered to third reading rules cal.575
- Jun 21, 2012: substituted for [a8034c](#)
- Jun 21, 2012: referred to ways and means
- Jun 21, 2012: RETURNED TO ASSEMBLY
- Jun 21, 2012: REPASSED SENATE
- Jun 18, 2012: AMENDED ON THIRD READING [5525D](#)
- Jun 18, 2012: AMENDED ON THIRD READING [5525C](#)
- Jun 18, 2012: VOTE RECONSIDERED - RESTORED TO THIRD READING
- Jun 15, 2012: returned to senate
- Jun 15, 2012: RECALLED FROM ASSEMBLY
- Jan 31, 2012: referred to local governments
- Jan 31, 2012: DELIVERED TO ASSEMBLY
- Jan 31, 2012: PASSED SENATE

- Jan 30, 2012: ADVANCED TO THIRD READING
- Jan 24, 2012: 2ND REPORT CAL.
- Jan 23, 2012: 1ST REPORT CAL.91
- Jan 4, 2012: REFERRED TO LOCAL GOVERNMENT
- Jan 4, 2012: returned to senate
- Jan 4, 2012: died in assembly
- Jun 20, 2011: referred to local governments
- Jun 20, 2011: DELIVERED TO ASSEMBLY
- Jun 20, 2011: PASSED SENATE
- Jun 20, 2011: ORDERED TO THIRD READING CAL.1393
- Jun 20, 2011: COMMITTEE DISCHARGED AND COMMITTED TO RULES
- Jun 16, 2011: PRINT NUMBER 5525B
- Jun 16, 2011: AMEND AND RECOMMIT TO LOCAL GOVERNMENT
- Jun 14, 2011: PRINT NUMBER 5525A
- Jun 14, 2011: AMEND AND RECOMMIT TO LOCAL GOVERNMENT
- May 31, 2011: REFERRED TO LOCAL GOVERNMENT

### **S5525B-2011 Meetings**

Local Government: Jan 23, 2012, Rules: Jun 24, 2011

### **S5525B-2011 Calendars**

Active List: Jan 31, 2012 , Floor Calendar: Jan 24, 2012 , Floor Calendar: Jan 30, 2012 , Floor Calendar: Jan 31, 2012

### **S5525B-2011 Votes**

**VOTE: COMMITTEE VOTE: - Rules - Jun 20, 2011**

**Ayes (24):** Skelos, Alesi, Farley, Hannon, Johnson, Larkin, LaValle, Libous, Marcellino, Maziarz, Nozzolio, Saland, Seward, Sampson, Breslin, Dilan, Duane, Hassell-Thompson, Krueger, Montgomery, Parker, Perkins, Smith, Stewart-Cousins

**VOTE: FLOOR VOTE: - Jun 20, 2011**

**Ayes (62):** Adams, Addabbo, Alesi, Avella, Ball, Bonacic, Breslin, Carlucci, DeFrancisco, Diaz, Dilan, Duane, Espaillat, Farley, Flanagan, Fuschillo, Gallivan, Gianaris, Golden, Griffo, Grisanti, Hannon, Hassell-Thomps, Huntley, Johnson, Kennedy, Klein, Krueger, Kruger, Lanza, Larkin, LaValle, Libous, Little, Marcellino, Martins, Maziarz, McDonald, Montgomery, Nozzolio, O'Mara, Oppenheimer, Parker, Peralta, Perkins, Ranzenhofer, Ritchie, Rivera, Robach, Saland, Sampson, Savino, Serrano, Seward, Skelos, Smith, Squadron, Stavisky, Stewart-Cousin, Valesky, Young, Zeldin

**VOTE: COMMITTEE VOTE: - Local Government - Jan 23, 2012**

**Ayes (8):** Martins, Ball, Little, McDonald, Ritchie, Stewart-Cousins, Oppenheimer, Klein

**VOTE: FLOOR VOTE: - Jan 31, 2012**

**Ayes (60):** Adams, Addabbo, Alesi, Avella, Ball, Bonacic, Breslin, Carlucci, DeFrancisco, Diaz, Dilan, Duane, Espaillat, Farley, Flanagan, Fuschillo, Gallivan, Gianaris, Golden, Griffo, Grisanti, Hannon, Hassell-Thomps, Johnson, Kennedy, Klein, Krueger, Lanza, Larkin, LaValle, Libous, Little, Marcellino, Martins, Maziarz, McDonald, Montgomery, Nozzolio, O'Mara, Oppenheimer, Parker, Peralta, Perkins, Ranzenhofer, Ritchie, Rivera, Robach, Saland, Sampson, Savino, Serrano, Seward, Skelos, Smith, Squadron, Stavisky, Stewart-Cousin, Valesky, Young, Zeldin  
**Excused (1):** Huntley

**VOTE: FLOOR VOTE: - Jun 21, 2012**

**Ayes (60):** Adams, Addabbo, Alesi, Avella, Ball, Bonacic, Breslin, Carlucci, DeFrancisco, Diaz, Dilan, Duane, Farley, Flanagan, Fuschillo, Gallivan, Gianaris, Golden, Griffo, Grisanti, Hannon, Hassell-Thomps, Johnson, Kennedy, Klein, Krueger, Lanza, Larkin, LaValle, Libous, Little, Marcellino, Martins, Maziarz, McDonald, Montgomery, Nozzolio, O'Mara, Oppenheimer, Parker, Peralta, Perkins, Ranzenhofer, Ritchie, Rivera, Robach, Saland, Sampson, Savino, Serrano, Seward, Skelos, Smith, Squadron, Stavisky, Stewart-Cousin, Storobin, Valesky, Young, Zeldin  
**Excused (2):** Espaillat, Huntley

**S5525B-2011 Memo**

**BILL NUMBER:** S5525B

**TITLE OF BILL:**

An act

to amend the general municipal law, in relation to providing local governments greater contract flexibility and cost savings by permitting certain shared purchasing among political subdivisions; and providing for the repeal of such provisions upon the expiration thereof

**PURPOSE OF BILL:**

Authorizes municipalities and districts thereof to contract for goods and services jointly with federal and any state or other municipalities.

**SUMMARY OF PROVISIONS:**

Section 1 amends section 103 of the general municipal law is amended by adding a new subdivision 16 to authorize any officer, board or agency of a county, political subdivision or any district therein authorized to make purchases of apparatus, materials, equipment or supplies, or to contract for services, may make such purchases, or may contract for such services, as may be required by such county, political subdivision or district there on through the use of a contract let by the United States of America or any agency thereof any state or any other county or political subdivision if such contract was let in a manner that constitutes competitive bidding consistent with state law and made available for use by other government entities.

Section 2 contains the effective date and provision for repeal five years after such date.

**JUSTIFICATION:**

Cooperative purchasing, also commonly referred to as piggy-backing, is a procurement method whereby if a government agency has already gone through the procurement process and awarded a contract to one or more vendors for a particular product or service, the contract can be utilized by other government agencies on the same terms and conditions. Piggy-backing has been proven to reduce administrative and product cost, increased efficiencies and stretch shrinking budgets during difficult times.

Forty-eight states have either explicitly authorized cooperative purchasing or they have enacted a general joint powers statute or intergovernmental cooperation law that permits local public agencies to purchase from cooperative contracts that were solicited by another public agency. New York does not have statutory language in place that authorizes cooperative purchasing between New York's local governments and the federal, state or local governments elsewhere in the United States. This bill would amend the General Municipal law to allow for such cooperative purchasing.

**LEGISLATIVE HISTORY:**

New Bill.

**FISCAL IMPLICATIONS:**

None to the State.

**EFFECTIVE DATE:**

This act shall take effect immediately, and shall expire and be deemed repealed five years after such date.

**S5525B-2011 Text**

S T A T E   O F   N E W   Y O R K

5525--B  
2011-2012 Regular Sessions  
I N   S E N A T E  
May 31, 2011

Introduced by Sen. LITTLE -- read twice and ordered printed, and when printed to be committed to the Committee on Local Government - committee discharged, bill amended, ordered reprinted as amended and recommitted to said committee -- committee discharged, bill amended, ordered reprinted as amended and recommitted to said committee  
AN ACT to amend the general municipal law, in relation to providing local governments greater contract flexibility and cost savings by permitting certain shared purchasing among political subdivisions; and providing for the repeal of such provisions upon the expiration thereof

THE PEOPLE OF THE STATE OF NEW YORK, REPRESENTED IN SENATE AND ASSEMBLY, DO ENACT AS FOLLOWS:

Section 1.

Section 103 of the general municipal law is amended by adding a new subdivision 16 to read as follows:

16. NOTWITHSTANDING THE PROVISIONS OF SUBDIVISIONS ONE, TWO AND THREE OF THIS SECTION, AND SECTION ONE HUNDRED FOUR OF THIS ARTICLE, ANY OFFICER, BOARD OR AGENCY OF A COUNTY, POLITICAL SUBDIVISION OR OF ANY DISTRICT THEREIN AUTHORIZED TO MAKE PURCHASES OF APPARATUS, MATERIALS, EQUIPMENT OR SUPPLIES, OR TO CONTRACT FOR SERVICES, MAY MAKE SUCH PURCHASES, OR MAY CONTRACT FOR SUCH SERVICES, AS MAY BE REQUIRED BY SUCH COUNTY, POLITICAL SUBDIVISION OR DISTRICT THEREIN THROUGH THE USE OF A CONTRACT LET BY THE UNITED STATES OF AMERICA OR ANY AGENCY THEREOF, ANY STATE OR ANY OTHER COUNTY OR POLITICAL SUBDIVISION OR DISTRICT THEREIN IF SUCH CONTRACT WAS LET IN A MANNER THAT CONSTITUTES COMPETITIVE BIDDING CONSISTENT WITH STATE LAW AND MADE AVAILABLE FOR USE BY OTHER GOVERNMENTAL ENTITIES.

THE AUTHORITY PROVIDED TO COUNTIES, POLITICAL SUBDIVISIONS AND DISTRICTS THEREIN PURSUANT TO THIS SUBDIVISION SHALL NOT RELIEVE ANY OBLIGATION OF SUCH COUNTY, POLITICAL SUBDIVISION OR DISTRICT THEREIN TO COMPLY WITH ANY APPLICABLE MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISE EXPLANATION--Matter in ITALICS (underscored) is new; matter in brackets [ ] is old law to be omitted.

LBD11416-06-1



S. 5525--B 2  
PROGRAM MANDATES AND THE PREFERRED SOURCE REQUIREMENTS OF SECTION ONE  
HUNDRED SIXTY-TWO OF THE STATE FINANCE LAW.

S 2. This act shall take effect immediately, and shall expire and be deemed repealed five years after such date.

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