

## Why Use a Consortium Procurement?

Why purchase Wide Area Network (WAN) and Internet services through a consortium procurement vehicle (such as a purchasing cooperative) versus seeking them individually? There are many reasons why. This brief document describes just a few of these benefits such as lower overall cost, flexibility, and design creativeness.

One of the major advantages for individual schools to participate in a consortium is the ability to provide a lower cost solution. Many vendors are able to offer significant savings when services are purchased in larger quantities, even if the final product is multiple individual contracts. By leveraging the buying power of multiple schools, the consortium is able to combine the amount of services to gain these critical discounts, which in turn provides the best price to each individual participant.

Many school districts have different criteria for upgrading their WAN and Internet services whether it be a phased rollout to all schools or a distributed service from a central point within their WAN. These differences are closely tied to the overall costs as vendors take these into consideration when developing their final solutions. Electing to participate in a consortium does not limit your ability to place individual requirements or dependencies. Rather, it allows the uniqueness of your schools to be grouped with those of other schools within the consortium to get a better deal.

When vendors look at providing these services to school districts, they take into consideration the location of all schools involved to create their solutions. At times, due to the locations involved, providing a complete solution is either cost prohibitive or unattainable based upon the limitations presented. When combining the requirements of multiple school districts it allows vendors to present solutions that would not normally be available such as supplying inter-connects between locations that would not be accessible if each district were pursuing solutions independently.

With a consortium procurement, schools collaborate to make buying decisions, but the ultimate decision still resides with each individual school district. If the consortium does not provide the best value, the school does not have to buy. Consortium purchasing often provides a risk-free way to evaluate creative solutions that might not have been feasible using traditional methods of procurement.

These are just a few of the advantages a consortium purchase will bring to your respective schools without compromising your individual needs and requirements. It is the goal of everyone involved to provide a better service for your students and faculty and at the same time reduce the cost of modernizing your infrastructure.

Please contact our project consultant John Matthews of Dellicker Strategies to participate: Phone: 717-491-2936/Email: [jmatthews@dellicker.com](mailto:jmatthews@dellicker.com) . The deadline to sign up is June 13, 2014!