

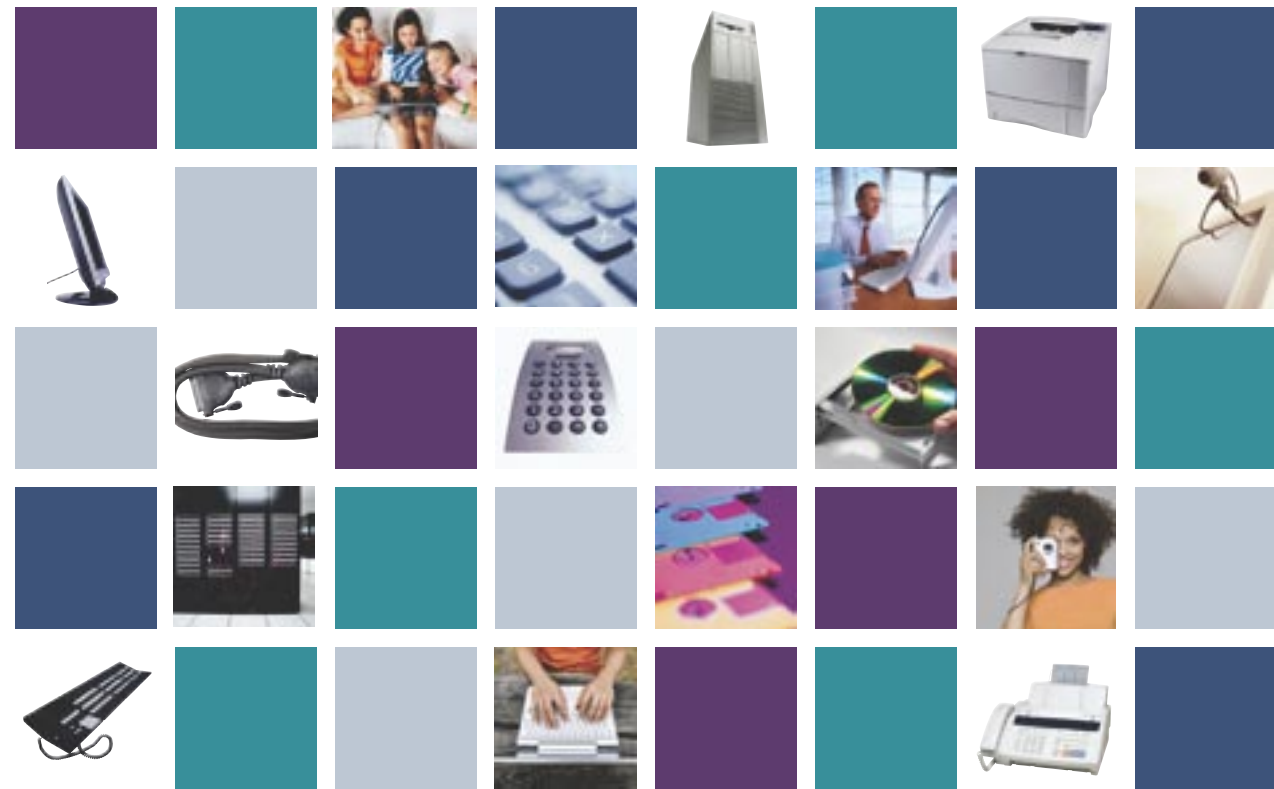
Make PEPPM your choice for technology purchases!

For more information on PEPPM and how you can start saving, please contact:

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40 reasons why buyers prefer PEPPM

*The marketplace for
technology products*



www.peppm.org



www.epylon.com

PEPPM is authorized by the Pennsylvania Department of Education
and is an initiative of:



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PEPPM



For the past quarter century, PEPPM has become the preferred method of purchasing technology products for more than 900 different school districts, intermediate agencies, vocational/technical schools, private and parochial schools, community and four-year colleges, universities, as well as local, county, municipal government agencies and authorities. Why? Because these schools and agencies have learned that PEPPM does not start its work with the bid, and it does not stop its work with the award of bids. We do more on all sides of the bid, striving to make PEPPM a win for buyers who use the program. The following pages list some of the reasons why buyers are eager to use PEPPM contracts for their purchases.



*the single most cost-effective
bid-protected source for all your
technology needs*

PEPPM *saves money*

1 Since its inception in 1982, PEPPM has been the bid of choice having exceeded \$1.8 billion in sales while providing **over \$500 million in savings**.

Additionally, PEPPM . . .

2 Provides **most-favored customer pricing** which requires the awarded vendors to offer their lowest prices available under a comparable bid-protected education or government purchasing contract.

3 Aggregates buyers and demand including thousands of K-12 and local government agencies, colleges and universities to provide **cost savings unavailable through local, sole bid efforts**.

4 Reduces the time, effort and cost of purchasing technology by **eliminating the need to bid**. Using PEPPM bids results in a lower total cost of ownership.

5 **Includes the cost of shipping** in its posted and quoted prices for orders that are over \$500. *This is important to remember when comparing prices.*

6 Allows for **volume discounts** (spot pricing) to be provided on a buyer-by-buyer and deal-by-deal basis under its Terms and Conditions. *This is important to remember when intending to buy in quantities and comparing prices.*

- 7 Lists prices for orders as small as one unit.
- 8 Provides access to **specials and promotions** offered by PEPPM awarded vendors on the PEPPM website (www.peppm.org).
- 9 Allows for **dynamic pricing**. Vendors can update products and prices weekly to reflect the dynamic nature of technology products and pricing while assuring that the original bid discount or mark-up is applied.
- 10 Rolls the **best-priced contracts** into the stable of contracts used and publicized by EdBuy, a consortium of California County Offices of Education that offers prices to their own departments and their constituent school districts.
- 11 Is a **prerequisite that is set by many business managers** for technology vendors wanting to do business with their schools. This includes many supply items that may be ordered below the bid-required threshold. The theory is that if they are ordering through the PEPPM program, they are getting the best price and they do not have to worry if accumulated spending with a particular vendor crosses the threshold because they will still be bid-protected.

... you're getting the best price





*. . . extremely convenient
and easy to use*

PEPPM *saves time*

12 PEPPM allows buyers to **place orders quickly** without the cost and delay associated with local bid development and award. This allows for delivery, setup and use beginning more quickly which makes it a better value. All this with the PEPPM bid award protection meeting state procurement statutes.

Also, PEPPM . . .

13 Allows buyers to shop across **hundreds of bid-awarded product lines in one place**, any time of day or night where pricing is current and competitive.

14 Provides powerful search engines on websites for buyers to find the products and prices they are looking for. Buyers can also **search by specific product line or vendor names**.

15 Provides two highly visible online environments for purchasing products and prices. Buyers are able to research their technology needs 24/7 on these sites (www.peppm.org and www.epylon.com). PEPPM is **extremely convenient and easy to use**.

16 Makes it **easy for buyers to submit orders** either by faxing a traditional purchase order or by using an eCommerce system through our alliance with Epylon Corporation.

17 Allows vendors to provide product and pricing information as well as configuration capabilities directly on their own websites via “punchouts” from the PEPPM and Epylon websites. This allows buyers to have access to **real-time bid-protected pricing** as well as configurator assistance in ordering.

18 Now offers **complete catalogs of products** within specific categories usually sold through online or paper catalogs at bid-awarded discounts.

*... access to real-time,
bid-protected pricing on hundreds of products*





*... reviews orders for
accuracy and readability*

PEPPM *is reliable*

19 PEPPM conducts bids according to state statutes that **can be used statewide** by education and government agencies, thereby eliminating the need to specify, advertise, receive, evaluate and award individual bids for each bid-required purchase.

In addition, PEPPM . . .

20 Is unaware of any **audit citations** to agencies in the past 24 years that ordered through the PEPPM program according to PEPPM procedures.

21 Archives pricing and purchase orders for **audit verification**, supporting buyers that may be unable to provide adequate documentation for their purchase in the event of an audit.

22 **Verifies product prices** are within the bid price structure. An independent accounting firm is engaged to ensure that awarded vendors are posting and quoting prices in conformance with their bids.

23 Has contract benefits that go beyond the price. PEPPM's powerful Terms and Conditions **provide relief** from common headaches associated with technology purchases.

24 Conducts bids **according to individual state statutes**. Bid Ts and Cs provide flexibility that is required for technology product lines that often does not exist in other state or local contracts.

- 25 **Reviews paper-based orders for accuracy and readability**, making corrections with buyer permission and then archives them before submitting to vendor. Buyer/vendor calls are minimized by PEPPM staff cleansing of orders.
- 26 **Provides support** (administrative, operational, technical interface and conflict resolution) to buyers, such as working to get vendors that are late in delivering products to speed up the shipment. Helps buyers negotiate replacement items that have gone out of production after the purchase order has been submitted.
- 27 Enjoys the designation by the Schools and Library Division (SLD) as a **“Master State Contract”** for E-rate purposes in Pennsylvania.
- 28 **Maintains all bid documentation** on behalf of all Pennsylvania schools and libraries to support any SLD challenge to E-rate applications that use PEPPM as the bid contract.
- 29 Serves as **an alternative to CMAS in California**, at a time when viability of using CMAS contracts by local agencies is going away, and qualifies in California as a competitive piggybackable contract for the purpose of E-rate funding.
- 30 **Checks wholesale and street prices** to verify that PEPPM prices are appropriately and educationally discounted even when they are compliant with bid pricing structure.



*... maintains all
bid documentation on behalf
of all schools and libraries*



PEPPM *does more*

31 PEPPM **taps the power of eCommerce.** All orders are entered into the Epylon eCommerce system, which allows PEPPM to provide vendors and buyers with quarterly reports on sales that have been made.

PEPPM also. . .

32 Allows the **introduction of new products** for bid-protected purchases during the course of the contract year. Also, products that are no longer available are removed.

33 Allows an awarded vendor to **designate resellers** to represent the product line through the bid according to the agreed upon Terms and Conditions. All designated resellers are bound by the Ts and Cs as if they were the awarded vendor. Buyers can make bid-protected purchases from their favorite local designated reseller.

34 **Files Form 470s** on behalf of all Pennsylvania schools and libraries so E-rate purchases can easily and properly be made.

35 Provides the **contracts of first choice** for charter schools in California participating in the CharterBuy program operated by the California Charter School Association.

- 36** Offers **training** for buyers on the use of eCommerce and PEPPM contracts for making technology and other purchases.
- 37** Agrees to **meet with eligible buyers** to discuss how to use the PEPPM program to make bid-protected purchases.
- 38** Has developed a **Buyer's Guide, Awarded Vendor Guide and Reseller Guide** to assist in the understanding of the program and to **maximize its benefits** to buyers and vendors alike.
- 39** Participates in conferences to **answer buyer and vendor questions** and disseminate information about the PEPPM program services.
- And finally...
- 40** Allows the buyers to **choose from a wide range of desired manufacturers or publishers**, who have won competitive contracts with their low bids, rather than being forced to accept a single supplier with a "low bid" that may not meet agency standards or that may be providing products of questionable quality.

*answers buyer and
vendor questions*

so both can maximize

the program's benefits

