



40 Reasons Why Vendors Prefer PEPPM

With hundreds of companies under contract, and hundreds more competing for PEPPM contracts, businesses large and small have come to enjoy PEPPM as the preferred vehicle for responding to school districts with bid-protected pricing. Why? PEPPM provides more services to schools and vendors than any other cooperative purchasing program. 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 valuable tool for vendors who participate in the program. Here are some of the reasons why vendors are eager to get in the door and use PEPPM contracts for their sales to education, government and non-profit agencies.

The PEPPM Program:

1. Conducts legal bids that can be used statewide by many schools and agencies thereby eliminating the need to respond to individual bids by numerous individual agencies.
2. Is unaware of any audit citations for agencies ordering through the PEPPM program according to PEPPM procedures over the past 25 years.
3. Archives pricing and POs for audit verification, eliminating the need for vendors to research past orders, pricing, or contracts in the event a school purchase is audited.
4. Aggregates buyers and demand to provide cost-effective marketing while minimizing vendors' bid response efforts, costs and management.
5. Includes thousands of K-12 and local government agencies, colleges and universities offering awarded vendors the opportunity to reach other sales channels through one bid vehicle.
6. Bid Ts and Cs allow awarded vendors to extend contract use to states that allow piggybacking. PEPPM is one contract that can serve schools and agencies across the country.
7. Strives to maximize the spend for each awarded vendor.
8. Allows vendors to have their entire product line under contract and available for purchase, not just a few popular items.
9. Allows a contract holder to designate resellers to represent the product line through the bid according to the agreed upon terms and conditions. Reseller lists can be updated by the awarded vendor during the contract year(s).
10. Conducts bids according to the individual state statutes – bids that are easy to respond to but fully protect buyers.
11. Bid Ts and Cs provide flexibility that is required for technology product lines but often does not exist in other state contracts.
12. Allows vendors to bid according to discounts from list or markups over cost. Vendors may bid variable discounts or markups across well defined groups or categories.

13. Provides at least two highly visible online environments for posting products and prices. Vendor submits one file via template format which PEPPM staff converts for use in each environment. Buyers are able to research their technology needs 24/7 on these sites (www.peppm.org and www.epylon.com).
14. Allows vendors to provide product and pricing information as well as configuration capabilities directly on their own web sites via punchouts from the www.peppm.org and/or the www.epylon.com pages.
15. Allows buyers to shop across hundreds of bid-awarded product lines, a practice which gives vendors and product lines maximum visibility.
16. Provides powerful search engines on web sites for buyers to find the products and prices they are looking for. Buyers can also search by specific product line or vendor names.
17. Makes it easy for buyers to submit orders either through the traditional paper purchase order or by using an eCommerce system through our alliance with Epylon Corporation.
18. Reviews paper-based orders for accuracy and readability, making corrections with buyer permission and then archives them before submitting to vendor. Vendor call-backs are minimized by PEPPM staff cleansing of orders.
19. Provides conflict resolution support to buyers and vendors alike to reconcile differences between buyer wants and procedures and vendor offerings and policies when they occur.
20. Provides administrative, operational and technical interface support to the vendor such as working with vendors to get schools that are late in making payments to speed up the payment process.
21. Provides for variety of ways that orders can be submitted to vendor including cXML form for loading directly into vendor's order system. Nearly 100 percent of purchase orders can be delivered electronically to vendor through e-mail, fax or e-order integration with vendor's order entry software.
22. Actively promotes the PEPPM contracts to the community of eligible purchasers through various means including electronic and print media, trade shows, conferences, conventions and seminars.
23. Allows for dynamic pricing. Vendors can update products and prices weekly to protect themselves from changing market conditions; however, original bid discount or mark-up applies.
24. Allows the introduction of new products for bid-protected purchases during the course of the contract year. Also, products that are no longer available may be removed.
25. Allows vendors to close deals easily and quickly with the PEPPM bid award protection in their pocket.
26. Allows for volume discounts (spot pricing) to be provided on a school-by-school and deal-by-deal basis under its Terms and Conditions.
27. Posts banner advertising on the Vendor or Product Line pages on peppm.org with links to vendor specified locations that do not conflict with PEPPM objectives.
28. Allows vendors to post specials and promotions on the PEPPM web site.
29. Has exceeded \$2 billion in sales since its inception in 1982 with over \$107 million in 2005.
30. Enters all orders into the Epylon eCommerce system which allows PEPPM to provide vendors and buyers with quarterly reports on sales that have been made. Additional reports have been generated that has helped vendors allocate costs or revenue across internal programs or divisions.
31. Enjoys the designation by SLD as the "Master State Contract" for E-rate purposes in Pennsylvania.

32. Serves as an alternative to CMAS in California, at a time when viability 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.
33. Offers training for awarded vendor representatives and/or reseller staff on how the PEPPM program works and can be used to leverage sales.
34. Agrees to conduct presentations on PEPPM at vendor-sponsored events.
35. Has developed an Awarded Vendor Guide, Reseller Guide and Buyer's Guide to assist in the understanding of the PEPPM program and to maximize its benefits to vendors and buyers alike.
36. Supports sales from new buyers by answering questions and providing documentation on the PEPPM bid process.
37. Is a prerequisite that is set by many business managers for technology vendors wanting to do business with their school? 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.
38. Holds vendor meetings to review current contract accomplishments/issues and to encourage vendor dialog regarding how to improve the PEPPM program and announcing upcoming bids.
39. Provides pre-bid meetings for all vendors registered for PEPPM bids to foster vendors' better understanding of the PEPPM program and the bid process including any new changes to the terms and conditions so that vendors can provide more accurate, complete and competitive bids.
40. Has formed a PEPPM Vendor Council to stimulate new ideas and to improve the PEPPM program such as what new services and products would be beneficial to schools and how to better market the PEPPM program and encourage more sales through the program.