



Collaborative Procurement Program 2021 Webinar

January 14th, 2021

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Massachusetts School Building Authority
Funding Affordable, Sustainable, and Efficient Schools in Partnership with Local Communities



Overview of C.P.P.



- Partnership with MHEC



- Thank you to our participating school districts

Objective:



- ✓ Maximize savings on school furniture
- ✓ Lower school districts' out of pocket expenses after MSBA's FF&E contribution

Who benefits from the savings?

- Taxpayers
- Students
- Educators
- Parents

C.P.P. Participating Manufacturers



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Fleetwood®



palmer HAMILTON

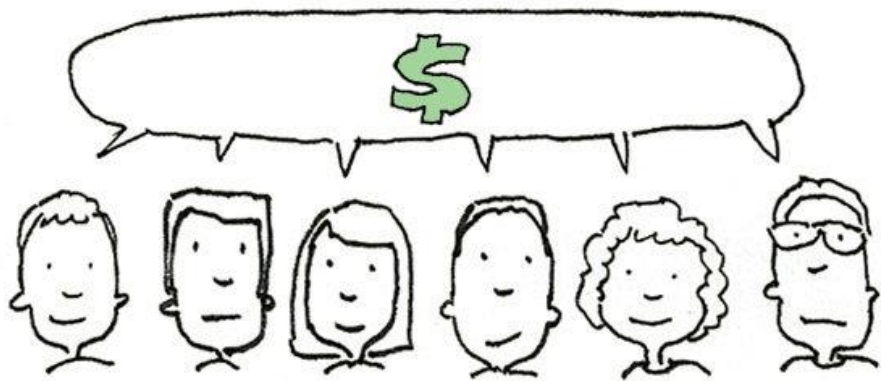
SCHOLAR
CRAFT™



How the C.P.P. Works

- Collective Furniture Buying Model

- Classroom
- Cafeteria
- Admin



MSBA Aggregates School Projects' Manufacturers and Product Quantities



MHEC Negotiates Deeper Discounts with Popular Manufacturers



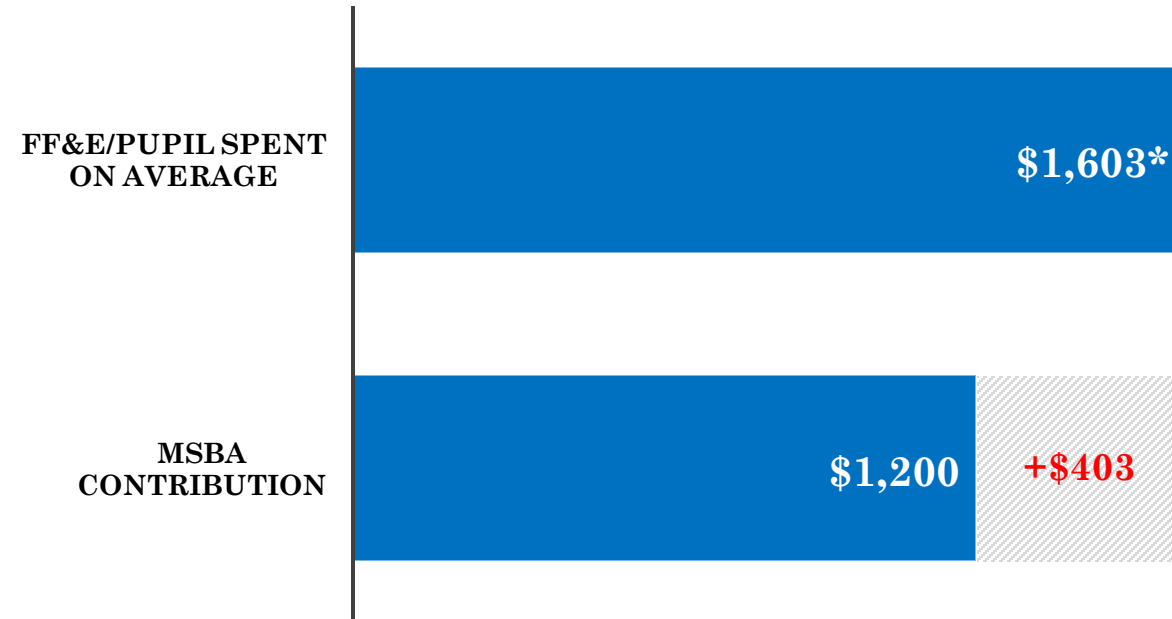
School Districts Receive Extra Savings for Preferred Products

Examples of 2021 C.P.P. Savings

	School District A		School District B		School District C			
Manufacturer	VS	SICO	VS	SICO	KI	VS	Alumni	Fleetwood
MHEC Contract Volume Discount	27%	32%	27%	32%	51.5%	20%	65%	30%
MHEC Total Cost	\$249,703.80	\$32,940.56	\$387,206.60	\$40,198.20	\$418,887.21	\$36,739.20	\$666,959.67	\$75,309.47
CPP Discount	29%	45%	29%	45%	52%	29%	70%	+2%
CPP Total Cost	\$242,862.60	\$26,643.10	\$376,598.20	\$32,513.25	\$414,568.78	\$32,606.04	\$571,679.72	\$73,803.28
Add'l Savings	\$6,841.20	\$6,297.46	\$10,608.40	\$7,684.95	\$4,318.42	\$4,133.16	\$95,279.95	\$1,508.19
Total Add'l Savings	<u>\$13,138.66</u>		<u>\$18,293.35</u>		<u>\$105,237.73</u>			

MSBA FF&E Contribution Unaffected

- MSBA contributes up to **\$1,200** per student for FF&E
- New school projects spend on average **\$1,603** per pupil for FF&E*



*Notes: Final Audit Approved new construction projects not including Add/Reno. MSBAIDs from 2008 to 2013, totaling 66 projects. MOE = ± \$89

Determining Popular Manufacturers



School Projects Opening in 2021

- *Please submit final quantities to MSBA & MHEC*
- *Receiving final quantities may entice additional manufacturers to participate*

	District/School Name	Type	Projected Enrollment (Students)	Participating	Substantial Completion Date	
					Month	Year
1	Ludlow - Chapin Street	ELM	630	In Progress	April	2021
2	Shrewsbury - Beal	ELM	790	Yes	May	2021
3	Worcester - South High Community	HS	1420	Yes	May	2021
4	Danvers - Ivan G Smith	ELM	465	Yes	June	2021
5	Framingham - Fuller	MS	630	In Progress	July	2021
6	Northbridge - W Edward Balmer	ELM	1,120	Pending	June	2021
7	Central Berkshire - Wahconah Regional	HS	460	In Progress	July	2021
8	Springfield - Brightwood	ELM	800	In Progress	July	2021
9	Fall River - Durfee	HS	2570	In Progress	August	2021
10	Westborough - Annie E Fales	ELM	400	In Progress	August	2021
11	Westport - Westport Jr/Sr	Jr/Sr	860	In Progress	August	2021
12	Foxborough - Burrell	EM	270	Yes	August	2021
13	Boston - Boston Arts Academy	HS	500	Pending	Spring	2022
14	Easthampton - Maple	ELM/MS	1,010	In Progress	Nov./Mar.	2021/2022
15	Belmont - Belmont High School	MS/HS	2,125	Pending	July	2021/2023

Yes = Participating

In Progress = Getting Pricing

Pending = Still Considering

How to Participate



Step 1

Choose Your Manufacturer + Installer/Dealer

Step 2

Request a C.P.P. Price Quote from Manufacturers on the MHEC Contract

- Through the Dealer of your choice; or every Dealer that carries the manufacturer
- Copy your price request to MSBA & MHEC (Rika Monzillo)
 - ❖ Request that supplier include MSBA & MHEC on quotes provided
 - ❖ Request that the supplier include both standard list price & price with CPP discount

Step 3

Receive Pricing

- Ensure that the MSBA & MHEC are included on the price quotes received
- *Please ensure supplier has included the standard list price & the price with the CPP discount in the quote*

Step 4

Place Order with Installer/Dealer of Your Choice

- Copy to MSBA & MHEC

Deeper Discount Applied at \$1.00



Delivery & Installation	Discount Applied	CPP Additional Threshold	2020 Pricing Applied	Category
Included	60% from \$1	>\$1M = 62.5% >\$1.5M = 70%	✓	✓ Classroom ✓ Cafeteria
Additional	From \$1	52%	Pending	✓ Classroom ✓ Admin ✓ Cafeteria
Additional	41% from \$1	>\$500K = 42% >\$1M = 43%	✓	✓ Cafeteria
Included	From \$1	47%	✓	✓ Classroom
Included	From \$1	>\$400K = 45%	✓	✓ Cafeteria
Included	From \$1	>\$500K = 29%	✓	✓ Classroom

Deeper Discount Applied once Volume Threshold Met

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Fleetwood



Smith System



Delivery & Installation	Discount Applied	CPP Additional Threshold	2020 Pricing Applied	Category
Included	Pending	>\$500k = 34% >\$1M = 36% >\$1.5M = 37% >\$2M = 39%	✓	✓ Classroom
Included	Starting with >\$100k	Add an extra 1%	✓	✓ Classroom
Additional	Once threshold has been met, via rebate by dealer	>\$750K + 2% >\$1.25M + .5%	✓	✓ Classroom
Included	Pending	>\$500K = 39%	Pending	✓ Classroom
Additional	Pending	>\$500K + 3% >1.5Mil + 6% >\$2.5Mil + 10% or more	Pending	✓ Classroom ✓ Admin ✓ Cafeteria

C.P.P. Participation Benefits



Manufacturer Pricing Concessions

- ✓ Deeper Tier Discounts
 - \$1.00 Offers
 - 2020 Pricing for 2021 Projects



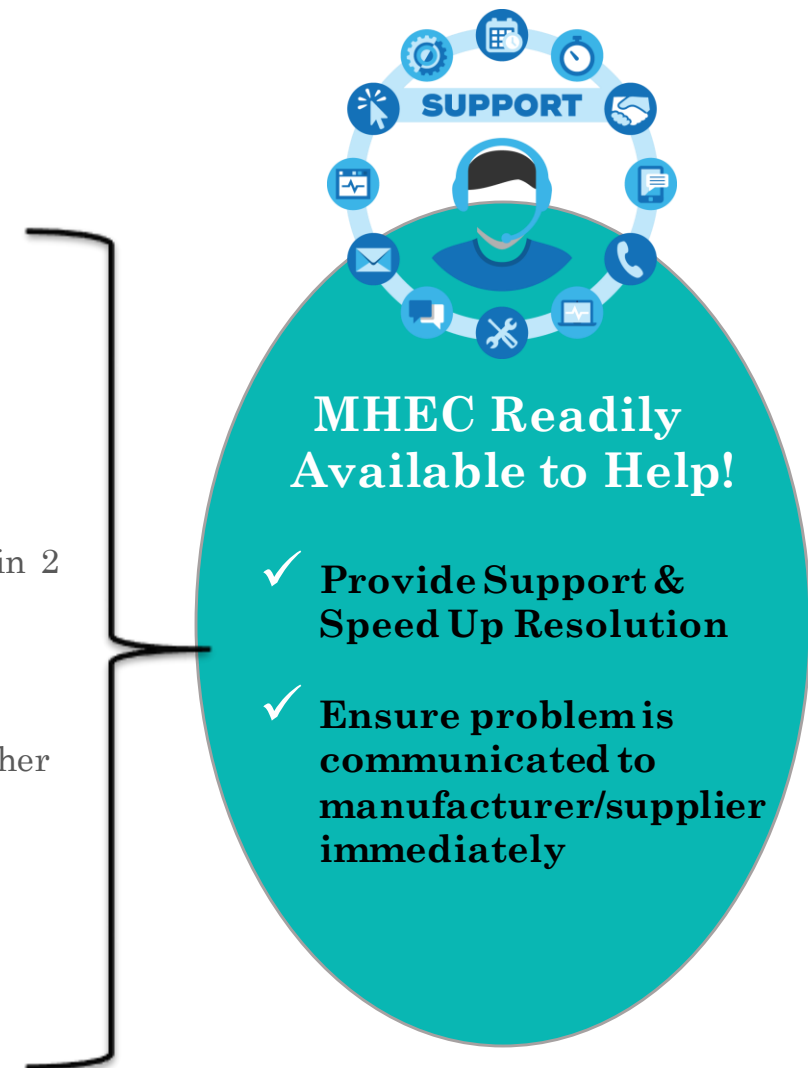
Small Projects vs Large Projects

- ✓ Smaller school projects receive greater discounts than on their own
 - Benefit from large CPP participation
- ✓ Larger schools benefit from deeper discounts negotiated for the C.P.P.

Additional Benefits of CPP Participation

❖ Feedback from Furniture Satisfaction Survey

- 1. Highest Word Frequency – “Chair”**
 - 10/19 school projects experience issues with their chairs
 - 7/19 school projects experienced failure of chair glides
- 2. Replacement of Furniture & Parts**
 - 9/19 school projects had to order replacement of furniture or parts within 2 years of the school opening
- 3. Wrong/Missing/Damaged Items**
 - 5/19 school projects reported that upon delivery, product items were either wrong, damaged or missing
- 4. Improper Installation**
 - 4/19 school projects experienced issues with installation of their school furniture



Q&A



THANK YOU FOR
JOINING US



TIME NOW FOR Q&A

[Please Raise Your Hand] 🖐️

Thank You for Attending!



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