

WHITE PAPER

Save Money with Cooperative Purchasing

Why Cooperative Purchasing?

Cooperative purchasing has emerged as an effective procurement method for school districts, allowing them to join forces and harness their collective purchasing power to acquire goods and services in a more advantageous manner. This collaborative approach offers numerous benefits, such as cost savings, increased efficiency, access to a broader range of vendors, and streamlined procurement processes.

Selecting the Right Partner

There are numerous cooperatives available to K12 educational entities, and it's important to pick a cooperative that is approachable, knowledgeable about both the products and edtech in schools, and understanding of local, state, and national educational trends. By aligning solutions with these trends, cooperatives position districts to remain at the forefront of education innovation.

Here's what to look for:

- **Rich knowledge of industry.** An effective cooperative should possess a deep understanding of both the products they offer and the technological landscape of education. This knowledge enables the cooperative to tailor solutions that address the evolving needs of modern classrooms.
- **Vetting of vendors and products.** Cooperatives should rigorously evaluate vendors and their offerings to ensure that only reputable and high-quality solutions are available to member districts. This vetting process helps schools make informed choices and minimizes the risk of investing in subpar products.
- **Diverse range of technology solutions.** Cooperatives should offer a wide array of educational technology solutions, ranging from hardware like laptops and interactive whiteboards to software such as learning management systems and instructional software. This approach ensures that schools can find the right tools to meet their specific needs.
- **Financial Savings.** The hallmark of a cooperative is financial savings, and cooperatives should save districts 5-50% on all purchases.
- **Competitively bid contracts.** Although Illinois does not require K12 technology purchases to be competitively bid, many school boards require a competitive procurement process. Cooperatives often handle the RFP process for districts to help save time.
- **Additional support and guidance.** Some cooperatives assist with product comparisons, vendor negotiations, quote requests, and product comparisons. The cooperative is a partner that knows education and takes the time to understand your needs.
- **Professional learning opportunities.** Vendors with an intimate knowledge of edtech products and services often offer professional learning on technology integration for educators and administrators.

Ready to Get Started?

Embarking on the cooperative purchasing journey involves several key steps:

- **Determine Needs:** Clearly identifying district requirements is the foundation of effective cooperative purchasing. Engaging educators and administrators in this process ensures that solutions align with educational goals.
- **Research Products:** Thorough research is vital to finding solutions that meet district needs. Evaluating features, functionality, compatibility, and reviews from other institutions aids in informed decision-making.
- **Quote Request:** Some cooperatives provide a conduit for requesting quotes and proposals from multiple vendors. This streamlined approach simplifies the process of finding the best price for tailored solutions.
- **Purchasing:** Making purchases through cooperative contracts is straightforward. Districts can work directly with preferred vendors, mentioning the contract number to access negotiated pricing at time of purchase. Dedicated marketplaces offered by vendor partners further facilitate purchases.

The Illinois EdTech Cooperative

Illinois Learning Technology Purchase Program (ILTPP) is Illinois' free edtech cooperative that helps Illinois educational entities save time and money by providing affordable technology and digital learning resources. Established to address the evolving technological needs of schools, ILTPP operates under the governance of the Learning Technology Center (LTC). We leverage our rich understanding of Illinois schools and the edtech industry to help members access a diverse range of high-quality edtech products and services at competitive prices.

Vetted with Local References

Vendors are vetted and must have three references from Illinois districts.

Support and Guidance

Assistance with product comparisons, negotiations, and quote requests.

EdTech Experts

As a service of the LTC, a nationally recognized leader in K12 technology and professional learning, ILTPP has a rich depth of knowledge in edtech.

National Contracts

ILTPP's membership in the Association of Educational Purchasing (AEPA) leverages the purchasing power of 29 states.

Networking Opportunities

Connect with educational leaders through the 100+ networking opportunities facilitated by the LTC.

Online Communities

Membership comes with access to the LTC Community, a PLC where members can share questions and gain insight.

Savings

ILTPP Contracts save anywhere from 5% to 50%, and most contracts are competitively bid.

Professional Learning

Members have access to hundreds of professional learning opportunities each year.



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