

# SUCCESSING TOGETHER

Every governmental agency faces resource constraints. Budgets are tight and the workload never quits. If you're responsible for procuring heavy equipment under these conditions, it's hard to be successful on the job.

**Cooperative purchasing can help.**

## TAKE YOUR PICK

Caterpillar is pleased to make our equipment available through two cooperative purchasing organizations: National Joint Powers Alliance (NJPA) and National Intergovernmental Purchasing Alliance (National IPA). Get the assets you need to be more successful when you buy Cat® products with one of these agreements:



### NJPA CONTRACT #060311

Heavy equipment and services

### NJPA CONTRACT #080613

Backup power systems and services

### NATIONAL IPA #120377

Equipment, trucks, power systems and services

Your Cat dealer can help determine which contract is right for you and can also provide information about state and local cooperative purchasing options.

## LIFE CYCLE COST CALCULATION

It's important to evaluate equipment purchases from a total cost perspective. You need the total cost data to make the best investment decision since going with the low bid can actually cost more in the long run. Here is one well-accepted method to determine total cost:

### INITIAL PURCHASE PRICE

- TRADE-IN
- + MAINTENANCE
- + REPAIRS
- + FUEL
- RESALE VALUE

### TOTAL COST

## WHY COOPERATIVE PURCHASING?

Speed and cost control are two important ways cooperative contracts can help solve your procurement challenges, but there are some other very good reasons to buy equipment this way:

### CHOOSE QUALITY

Get access to assets that deliver the lowest total cost over the lifecycle.

### SAVE TIME

Improve procurement efficiency so you can put new equipment to work faster.

### CONTROL COSTS

Don't spend valuable budget dollars soliciting bids, reviewing proposals and awarding contracts.

### DO MORE WORK WITH FEWER PEOPLE

Leverage the work done by others and let your staff handle more pressing priorities.

### MANAGE RISK

Avoid unexpected repair costs and other budget surprises that may arise when you buy the low-bid option.

### GET LOCAL SUPPORT

Keep your fleet running reliably with support from the local Cat dealer.

### SPEED



### COST CONTROL



## SUCCESSING TOGETHER

No matter how you define success, we are built to help you achieve it. We invite you to learn more about how to use cooperative purchasing to reach your goals.

Find resources at [nigp.org](http://nigp.org), [njpacoop.org](http://njpacoop.org), [nationalipa.org](http://nationalipa.org) and [cat.com/governmental](http://cat.com/governmental).

### BUILT FOR IT.™

