

MSBA Working to Save School Districts Money on School Furniture

Cost-Saving Initiative



Minuteman Technical High School
CPP 2019 Participant

Vol.1, Issue 1 September 2020

HERE IS HOW YOU CAN SPEND LESS WITHOUT COMPROMISING ON THE TRUSTED MANUFACTURERS THAT YOU PREFER:

MSBA Collaborative Procurement Program (CPP)

No Downside – Choose Your Furniture; Receive Additional Savings

School districts buying school furniture for delivery between April 2021 and January 2022 have an opportunity to save money by buying in bulk together with other school districts. The MSBA's Collaborative Procurement Program (C.P.P.) is matching school districts that are interested in the same manufacturers. The CPP is a collective buying program for furniture to outfit classrooms, cafeterias, and administrative spaces. Working with the non-profit, Massachusetts Higher Education Consortium (MHEC), manufacturers have indicated a willingness to provide deeper discounts. Aggregation of furniture can achieve higher tier discounts for your district. A webinar which

includes a helpful CPP overview and Q & A can be found under News and Events on the MSBA Website.

In 2021, the MSBA is opening approximately 16 new schools. We have asked each school district to provide the MSBA with their preferred manufacturers for furniture in classroom, cafeteria, and administrator spaces. For participating school districts, the MSBA will aggregate orders from your favorite manufacturers thereby increasing volume. By matching school districts that are interested in the same manufacturers and combining orders, volume to a single manufacturer will be increased.

2021 CPP STRATEGY



In 2021 there are potentially 16 schools that could participate with the MSBA's CPP. With robust participation, significant savings may be available on furniture for classroom, cafeteria, and administrator spaces. Additionally, MHEC will be available to CPP participants to assist with any delivery or post-installation glitches. See Timeline for participation below. I look forward to answering any questions you may have.
Barbara.Hansberry@massschoolbuildings.org

CPP 2021 Timeline

September – Manufacturer Presentations to View (rolling availability)

October 30th (or before) – District preferred products and quantities due to MSBA (*Lead times may be longer due to the effects of the pandemic. Please do not delay on your district's decision making.*)

November 16th – Pricing available for estimated volume

November 30th – Commitment to Participate
- For accurate discounting, final purchase orders must be submitted electronically to the MSBA.





PRE-RECORDED PRESENTATIONS BY FURNITURE MANUFACTURERS – SEPTEMBER

How do you know what discounts manufacturers will be offering? Interested to know about warranty, product quality/durability, use of healthy materials, availability of replacement parts and quick ship programs? Tune-in to the 15-minute presentations from manufacturers on their school product lines.

Manufacturers will address criteria, developed with the input of FF&E consultants who work with MSBA architects. You will be receiving an email shortly with links to the pre-recorded presentations.



Healthy Materials



Warranty



Availability of Replacement Parts



Durability



Quick-Ship



Supports Modern Learning Environment

Did you know?

Did you know that classroom furniture makes up on average 34% of the total FF&E actual cost?



Bourne Intermediate School
CPP 2019 Participant

Did you know that school districts receive a separate MSBA contribution of \$1,200 per student for furniture and they spend, on average, an additional 12% more from their own budgets to outfit their new school with furniture?

MHEC VEXPO

November 5th

Come experience an interactive, virtual product exhibition that features many popular furniture manufacturers and educational presentations, including Covid lessons learned.

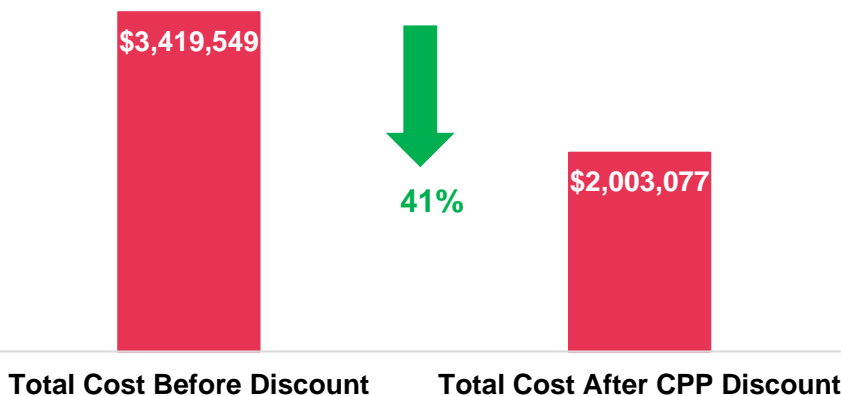
For more information, please click [here](#).

To register, please click [here](#).

SAVINGS FROM 2019 AND 2020 CPP

IN 2019 AND IN 2020, WE HELPED SAVE SCHOOL DISTRICTS APPROXIMATELY **\$1.4 MILLION** THROUGH PARTICIPATION WITH THE COLLABORATIVE PROCUREMENT PROGRAM.

Combined Total Cost of all 9 CPP Participants in 2019 and 2020 Before CPP Discount Versus Total Cost After CPP Discount



CPP 2019

CPP 2020

10.9%

Was the average additional savings for six participating school districts in 2019

3.87%

Was the average additional savings for 3 participating school districts in 2020

References and Licenses
[This Photo](#) by Unknown Author is licensed under [CC BY-NC](#)
[This Photo](#) by Unknown Author is licensed under [CC BY-SA](#)

