



Destination Alliance

NJPA
National Joint Powers Alliance®

Presenter

Greg Haglin

Fleet Specialist

National Joint Powers Alliance® (NJPA)

100BEST Fleets.

June 25, 2012

www.njpacoop.org



RFP ??

NOT FOR ME !!

Do your purchases need to be bid by your purchasing department, or simply BE BID ?

GOVERNMENT

HELPING

GOVERNMENT

www.njpacoop.org

NJPA
National Joint Powers Alliance®

State acceptance is growing!

NASPO – they are at least aware

**55 NJPA contracts adopted by States as their own
By 18 State purchasing directors**



NJPA AWARDED CONTRACTS

New Solutions!!

#102811-

“Passenger Cars, Light Duty, Medium Duty, And Heavy Duty Trucks With Related Accessories”



New Solutions!!

#031212-

“Auto And Truck Parts With Related Auto And Truck Equipment, Accessories, Supplies And Services”



AutoFlex[®] AFV
Fleet Solutions



BioSolutions

New Solutions!!

#041812-

“Tires Together With Related Accessories
Services And Supplies”



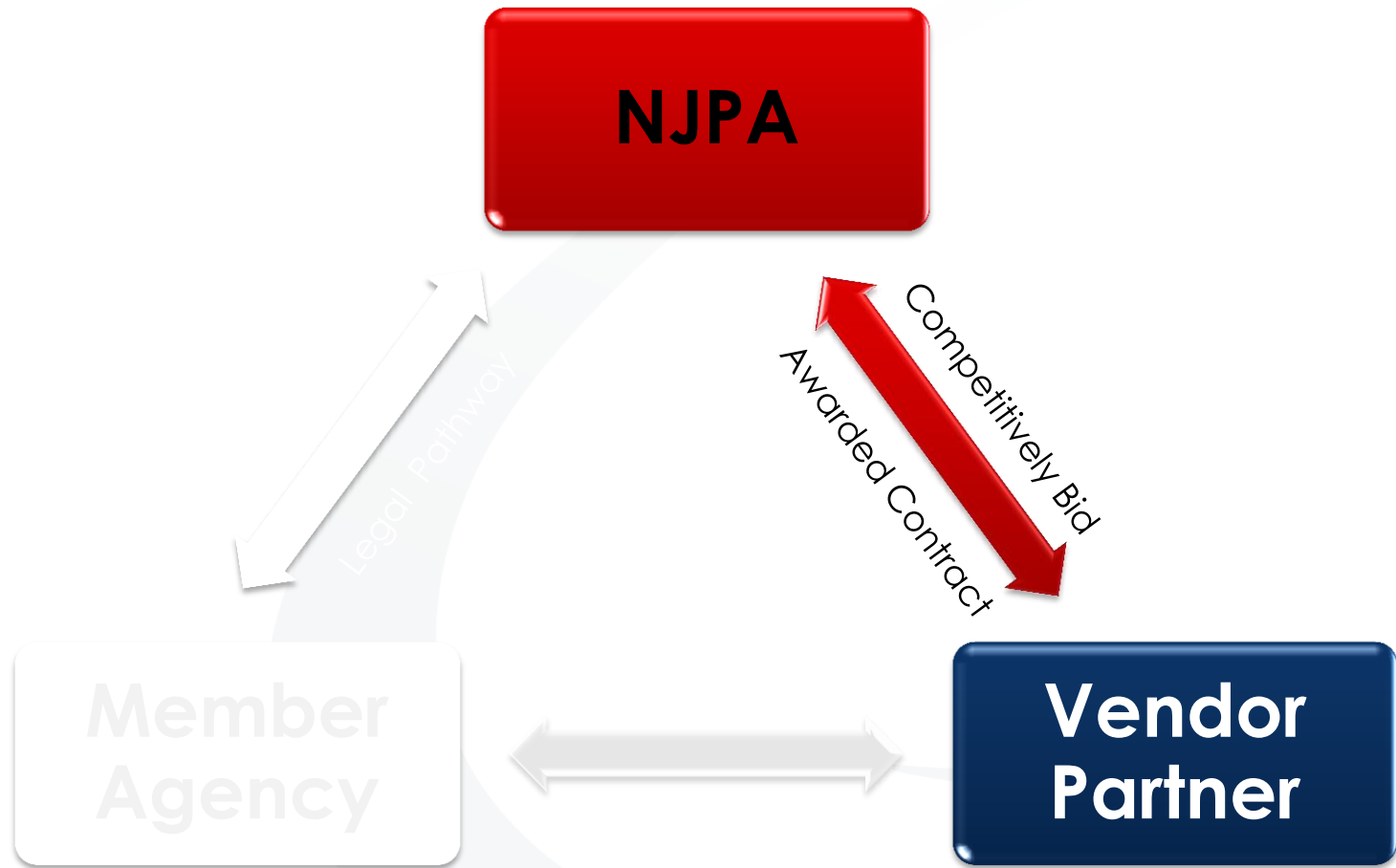
Upcoming Solutions

SNOW AND ICE HANDLING EQUIPMENT TOGETHER
WITH RELATED ACCESSORIES, SERVICES, AND
SUPPLIES

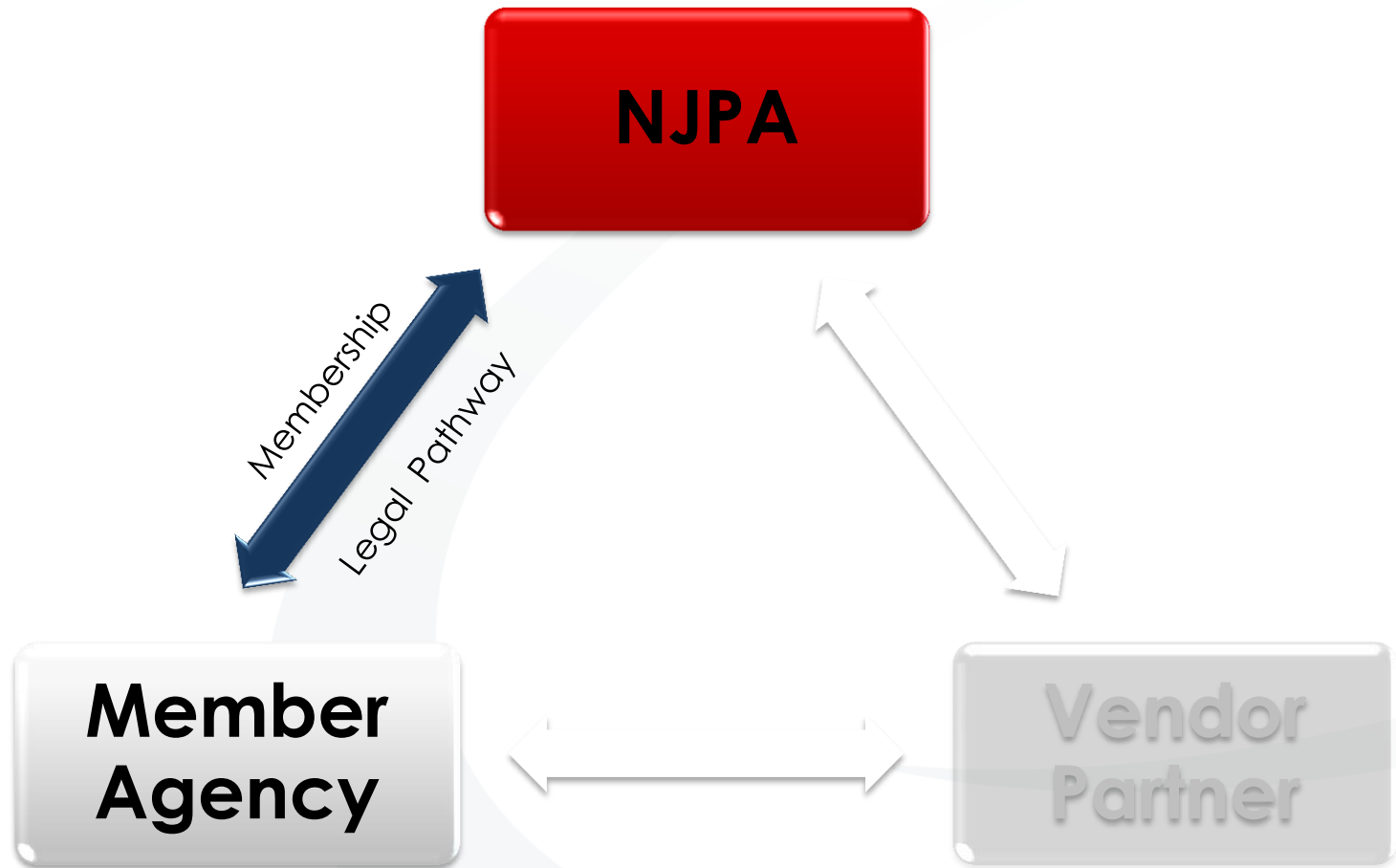
SOLID WASTE AND RECYCLING EQUIPMENT WITH
RELATED EQUIPMENT, ACCESSORIES AND
SUPPLIES

EMERGENCY RESPONSE VEHICLES TOGETHER
WITH RELATED EQUIPMENT, ACCESSORIES, AND
SUPPLIES

How Does it Work?



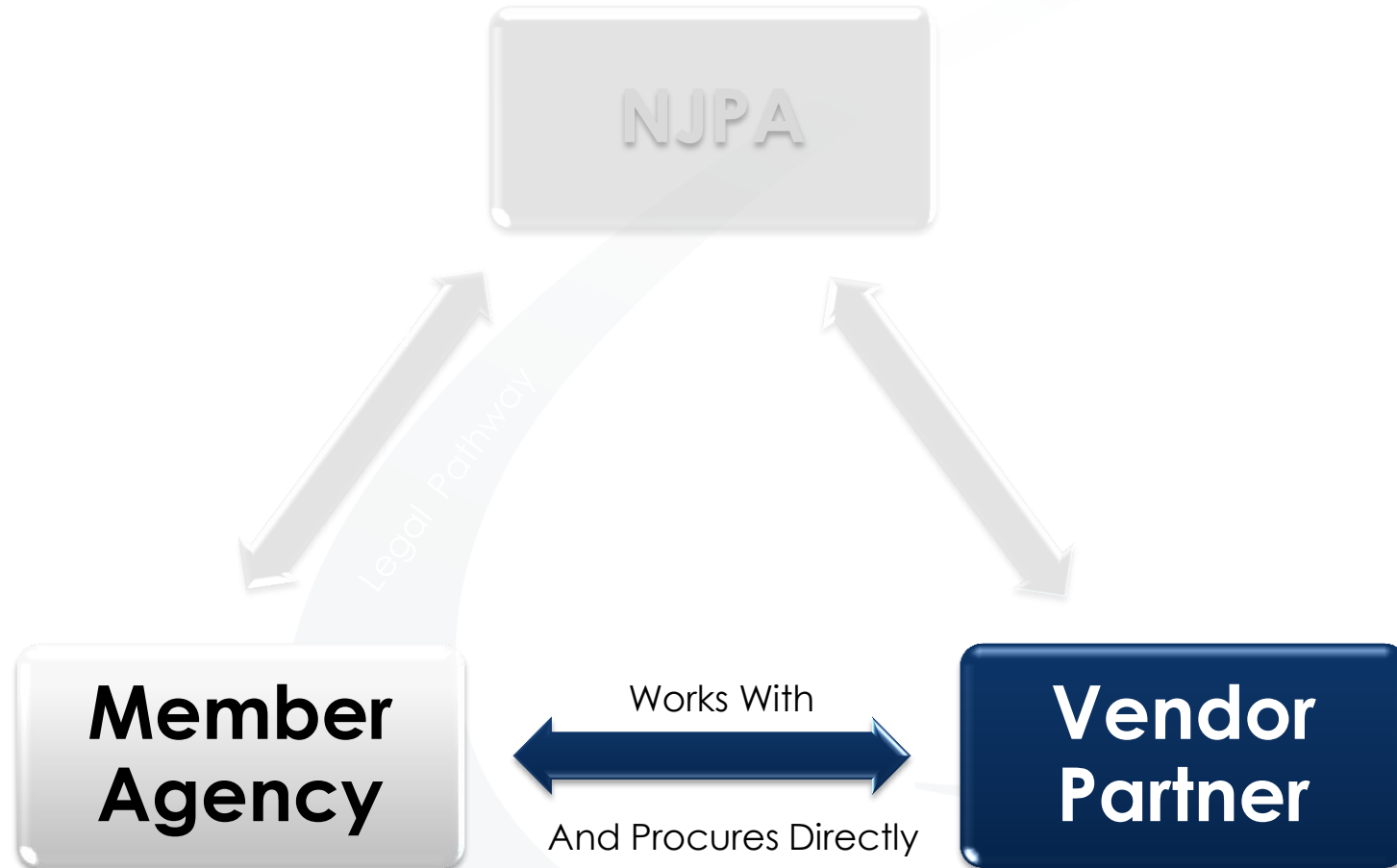
How Does it Work?



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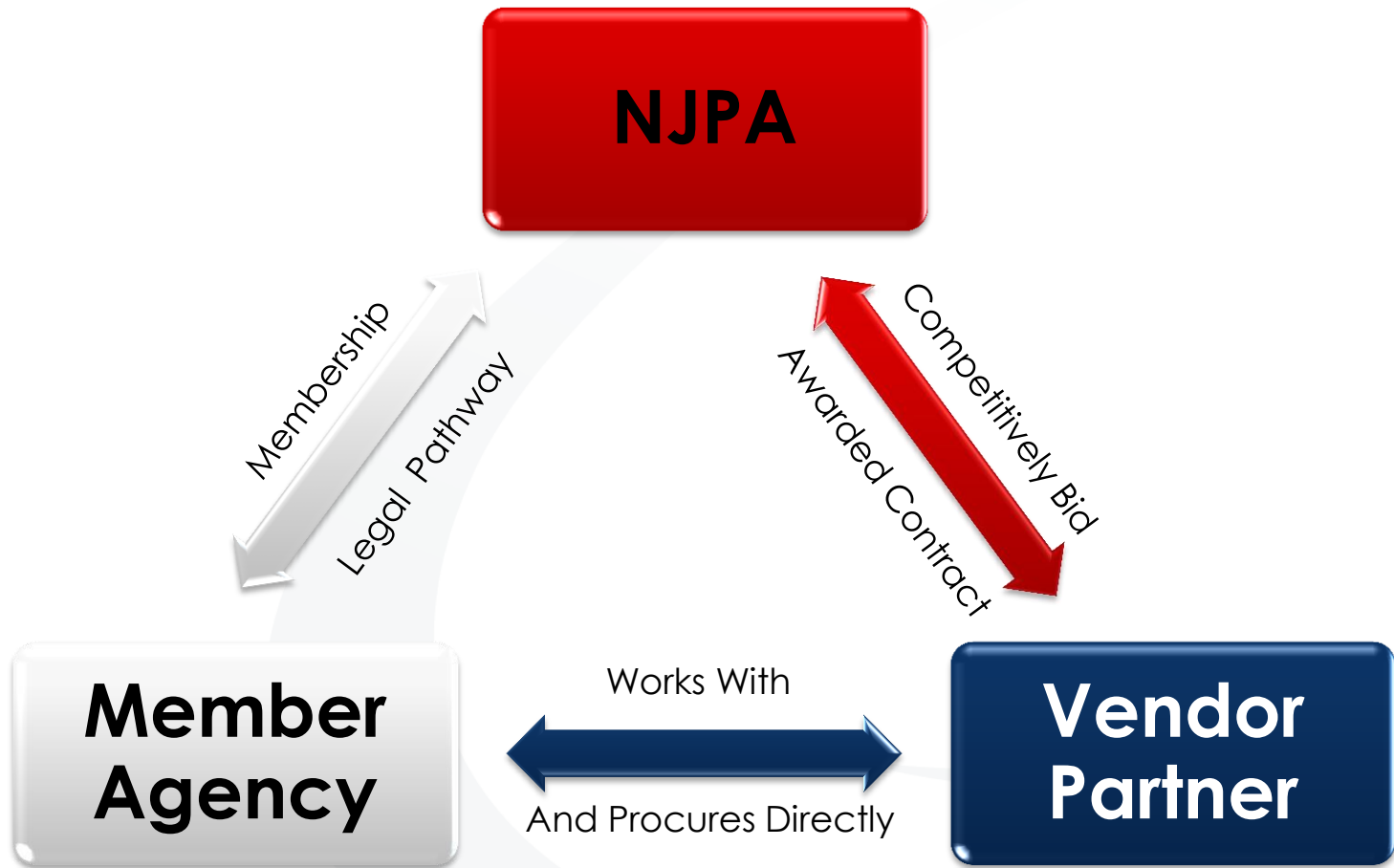
How Does it Work?



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How Does it Work?



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NJPA Contracts.....

- **CHOICE.....** is an option municipalities deserve
 - Products you want
 - Ability to standardize - reduction of parts inventory
 - Avoid the “low bid” consequence

NJPA Contracts you may not think about...

- Leasing
- Construction
- Roofing
- CAT generators
- Trailers
- Sullair Air compressors

Fill the gaps with NJPA

models you may not have on your contract – CAT industrial truck for example...

Thank You!

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