



August 23, 2011

Greetings Colleagues:

Our exclusive, national partnership with the National Joint Powers Alliance® (NJPA) provides **all AASA members immediate, no-cost, obligation or liability membership with NJPA**. This membership offers the opportunity to access over 120 procurement contracts, saving schools money and staff resources on the purchase of school supplies, equipment and facility construction projects.

Your district—regardless of size— will benefit by gaining access to thousands of products, equipment and services at competitively bid and nationally leveraged prices. You can access the wide variety of world class vendors and contracts by joining NJPA's pool of over 35,000 member agencies and enjoy the benefits and savings of national contract purchasing.

For example:

- Since January of 2008, K-12 public school districts nationally have reported over 5,000 contract purchases utilizing NJPA contracts, totaling more than \$250,000,000 in volume. These purchases have amounted to savings of over \$50,000,000 between the hard dollar contract discounts and the soft cost of procurement.
- School Districts in Virginia have used local contractors through the NJPA construction contract to complete 166 construction and renovation projects resulting in the completion of over \$15,000,000 high quality construction projects. The average procurement time is only 21 days from project identification to issuance of purchase order.
- Baltimore City Schools utilized the NJPA copier contract with a \$ 3,300,000 purchase. A considerable amount of time and resources were saved with the use of the NJPA contract process and by working directly with the locally trusted Sharp Dealer network for sales, service and delivery.

NJPA Contracts have saved AASA members countless amounts of time and money in the procurement of products and services. **Many times trimming costs by 20% or more.** This is why AASA confidently recommends NJPA to all AASA members as a key money and time-savings solution. We encourage you to learn about all of their competitively bid contract solutions online at www.njpacoop.org. *NJPA is a Premier AASA School Solutions Partner.*

We trust that you will enjoy the value of this partnership.

Sincerely,

A handwritten signature in black ink that reads 'Dan Domenech'.

Dan Domenech
AASA Executive Director

A handwritten signature in black ink that reads 'Todd Lyscio'.

Todd Lyscio
NJPA Executive Director