



Smart Buy
PURCHASING PROGRAM

FIELDTURF • BEYNON • TARKETT SPORTS



The
Game
just got **EASIER.**



It's time to build your dream facility.
Time to use the traditional public bid process. **Right?**

Wrong.

The SmartBuy Cooperative Purchasing Program can help you get the products you want at the best available price
- all without duplicating the bid process.



Let's address some of the key **MYTHS** about the sports surface purchasing process.

MYTH 1

Building your dream project needs to be a painful process.

If you've ever built a field, track or gymnasium using the public bid process, you're likely hesitating to do it again. It's a painstakingly arduous process. It makes completing projects on-time and on-budget difficult - if not impossible. Now the good news - it doesn't have to be that way! The SmartBuy Cooperative Purchasing Program is designed to make your life easier, by;

- Simplifying the ordering process
- Preventing duplication of the bid process
- Carrying the industry's best products
- Guarantying the 'Best Value'
- Leveraging economies of scale
- Satisfying bid laws and procurement process in most states
- Providing the fastest proposal to contract process
- Providing owner with project control
- Providing "Turnkey Product Solutions"

MYTH 2

I need to go to bid and select the cheapest (lowest quality) product.

SmartBuy has already been competitively bid through a sealed-bid process and it includes pre-negotiated prices for the best products from FieldTurf, Beynon and Tarkett Sports. No need to settle for low quality systems through the public bid process. Why leave it up to chance? Get what you want *and* the best value. The SmartBuy program encompasses the highest quality sports surfacing products in the industry from the National leaders, FieldTurf, Beynon, and Tarkett Sports. Whether it be artificial turf, running tracks, or court surfaces, it has never been easier or more cost-effective to obtain the highest quality sports surfacing products all while preventing the duplication of the bid process.

MYTH 3

SmartBuy sounds great, but it can't be viable.

SmartBuy gives you access to several different Cooperatives that are competitively bid and awarded based on a rigorous evaluation process. We'll help you determine which one is best for you. In fact, your organization is likely already buying things like classroom supplies and computers from one of these Cooperatives. That's right, buying turf and track products has become just as easy as buying a pencil as all costs and services are identified.



The SmartBuy Cooperative Purchasing Program

The SmartBuy Cooperative Purchasing Program is comprised of multiple National Cooperative Purchasing Agencies, such as The Association of Educational Purchasing Agencies (AEPA), The Cooperative Purchasing Network (TCPN), National Joint Powers Alliance (NJPA), Buy Board Cooperative Purchasing and KeystonePurchasing Network (KPN).



Through these Cooperatives, customers can purchase FieldTurf synthetic turf, Beynon running tracks, and Tarkett Sports indoor flooring across the U.S. on previously bid contracts with preferential pricing. Turnkey solutions are available with these Cooperatives through the alternative costing method, R.S. Means and the Unit Price Book (UPB).



Over 800 customers have used this method to purchase their sports surface(s) and related site work preparation. Finding strength in numbers, the Cooperative Purchasing contracts unite schools and municipalities from around the country, helping each one of them save valuable time and money for facility enhancement projects. They work on the organization's behalf to secure multistate volume purchasing contracts. These contracts provide measurable and cost effective benefits.



Traditional Bid Process vs. SmartBuy Purchasing Process

	Bid Method	Smart Buy Purchasing Program
Step 1	Research contractors	Contact FieldTurf, Beynon or Tarkett Sports
Step 2	Interview contractors	Site evaluation completed & quote issued to owner
Step 3	Select contractors	Owner issues a Purchase Order
Step 4	Write out specs with contractors	Construction begins
Step 5	Obtain final designs	
Step 6	Advertise bid meeting	
Step 7	Arrange for bid meeting	
Step 8	Collect bids	
Step 9	Review bids with bid committee	
Step 10	Investigate manufacturers	
Step 11	Bid acceptance	
Step 12	Coordinate installation process	
Step 13	Construction begins	





Here's what some of our clients are saying about the **Cooperative Purchasing Program**

"The primary advantage of using SmartBuy is that the district is relieved from the burden of the lengthy RFP process. The fact that vendors have already been selected through an audited competitive bid process ensures that selected vendors are legitimate and can perform the job. The track and field has been a tremendous asset to the community. Our girls' track team has had two consecutive state championships."

Kirk Waddle - Business Manager,
Mingus Union High School District, Cottonwood, AZ
kwaddle@muhs.com



"The SmartBuy process allowed us to expedite the purchase process. We did not have to extend ourselves beyond our knowledge base to establish specifications for bid purposes and then compare products (apples and oranges) to determine what we knew we already wanted. We do not have a legal team to review multiple bids, proposals, and contracts. We did our homework, discussed synthetic surfaces with numerous vendors and customers, and made our decision."

Neel Durbin - Director of Schools,
Dyersburg City Schools, Dyersburg, TN
ndurbin@k12tn.net



"It cut down the overall time of our overall procurement process. While giving us the comfort of knowing the product and services were competitively bid for us and we could choose which company made us feel most comfortable using. Once we were able to show Procurement that other major municipalities have used this system, it was very easy to get Procurement's blessing. We also had no issues with City Council on either co-op field vote."

Keith Flemming - Department of Parks and Cultural Affairs
City of Atlanta, Atlanta, GA
kcflemming@AtlantaGa.Gov



"Using Cooperative Purchasing saved us time and money. After significant research, it was clear that our district could get the products that we felt best met the needs and wants of our kids without having to worry about the bid process."

Dan Brooks - Superintendent
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