

COSTARS Connection

The Commonwealth's Cooperative Purchasing Program

Passport to Business Opportunity and Procurement Savings

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Autumn 2019

Tom Wolf, Governor
Curt Topper, Secretary

2019 PA Procurement Expo & Forum Was a Success!

By Kim Bullivant, COSTARS Marketing Manager

In spite of the unexpected extreme summer heat, a good time was had by all who attended the 2019 PA Procurement Expo & Forum on Sept. 4 and 5! Attendees enjoyed an exciting football themed opening session and learned how to achieve goals, lead by example, outperform bigger and more talented competitors, coach and lead the right people, and achieve success with integrity from keynote speaker, NFL Veteran Ron Jaworski.

Many valuable business connections were made through Speed Networking sessions, and in the exhibit hall.

Finally, attendees and exhibitors had the opportunity to learn about a variety of procurement related topics at more than 50 educational breakout sessions. Some favorites included Positioning Your Company for Government Business, Protecting Your People and Your Facility, Procurated, How to Have Difficult Conversations, Using JAGGAER, Show Me the Money!, Video Boot Camp, Procuring for Wastewater/Stormwater Systems, What is COSTARS?, Marketing for COSTARS Suppliers and much more!

We look forward to our next (hopefully cooler) Expo in 2021, and hope to see you there!



Contract News



New Public Safety Vehicles Added to COSTARS-25 and COSTARS-13

John Deere along with International Automated Systems has collaborated on a new heavy-duty public safety vehicle designed for use by police, fire, rescue and security. The vehicle is customizable and available in red, blue, white and black.

These vehicles will be available to purchase from COSTARS-authorized suppliers under the COSTARS-25 Municipal Work Vehicles contract, 4X2 Utility Vehicles category, or under the COSTARS-13 Emergency Responder Vehicles contract, Specialty Response Vehicles category.

If you are currently a COSTARS-13 or COSTARS-25 supplier and your business sells this specialized public safety vehicle, contact Commodity Specialist Stacey Logan-Kent at slogankent@pa.gov to add it to the Product Category/Manufacturer List of your Bid Item Workbook.



Photo courtesy of American City and County.com

New Training Services and Parking Systems Categories Added to COSTARS-40

Categories under COSTARS-40 Security and Surveillance Systems and Fire Alarm Systems, Equipment, Products and Services were recently expanded.

Now available - Security & Safety Training & Education Services

Services include: Security and Fire Drill Training; Security Awareness Training; Active Shooter Training; School Emergency Safety Training; Emergency Evacuation Operation Training; Fire Safety Training; and First Responder Training.

Attention airport authorities and/or entities with an on-site parking garage!

Parking Access and Revenue Control Systems (PARCS) are now available. PARCS are "gated" systems used to collect a fee for parking like those you encounter at most urban garages and airports. A patron is issued a ticket by an automated machine at entry, which encodes the ticket with date/time of entry, the issuing device ID, ticket number and other pertinent information. The patron pays at an exit booth with attendant/fee computer, or at a centrally located automated pay station, which reads the information on the ticket to determine the fee, then allows the patron to pay by cash or credit card for the amount of time parked. All the data being generated for each of the aforementioned transactions is transmitted to a central server that processes it and stores it to be retrieved for reporting and auditing. The same entry and exit lanes can also have access control readers that are used for contract or monthly parkers. There are literally hundreds of "rules" or parameters that can be configured within the system to accommodate "transient and monthly" parkers for a full PARCS.

COSTARS-33 Street Lighting, Parking Meters and Street Furniture (AKA Streetscape)



The scope of this contract has been amended to include Solar Street Lighting as a product category.

COSTARS-8 Maintenance, Repair & Operation (MRO) Equipment, Supplies and Services

The scope of COSTARS-8 has been revised to include the following services:

- 🔧 Building and Roof Inspection
- 🔧 Consulting Services
- 🔧 Design, Drafting and Surveying Services
- 🔧 Drain Cleaning, Clearing and Inspection
- 🔧 Regulatory Inspection Services
- 🔧 Asbestos, Indoor Air Quality, Lead Paint, Mold, Bacteria, and Legionella Testing
- 🔧 Backflow Testing
- 🔧 Equipment Calibration Services
- 🔧 Forklift, Generator, Machinery, and Pump Repair
- 🔧 Overhead or Hangar Door Inspection and Certification
- 🔧 Window and Glass Replacement
- 🔧 Preventative Maintenance and Repair (not to include replacement of equipment or systems)

COSTARS-14 Recreational & Fitness Equipment

The scope of this contract has been amended to include Stadium/Sport Venue Lighting as a product category.

To search for vendors under these contracts visit www.dgs.pa.gov/COSTARS. Select the Member Information button, then select the yellow Members Button. On the Members Area page, select Search Contracts/COSTARS Contracts.

To learn more and submit a bid for one of these contracts, visit www.dgs.pa.gov/COSTARS. Select the COSTARS Supplier Information button, then select the COSTARS Bidding Opportunities link.



Welcome Aboard!

Please join us in welcoming the newest member to our team, COSTARS Marketing Manager, Felicia Campbell. Felicia comes to the COSTARS program with a diverse background in communications.

She began her career in television programming at WITF Public Television in Harrisburg. She was responsible for providing important program and break information, and underwriting spots the master control operators needed to air expected content properly. Additionally, she coordinated the content being aired and strategically placed promotional spots to help flow viewers from one program to the next and to future timeslots according to comparable interests.

After nearly 10 years in TV, Felicia was given an opportunity to use her promotional strategies within the event landscape. As a Corporate Event Manager within D&H Distributing's marketing team, she ran a team of event planners tasked with creating exemplary events and sponsorships designed to execute the company's overall sales growth strategy. While meeting those expectations, she was equally dedicated to helping

D&H suppliers and resellers meet their goals and objectives. "Sales growth does not continue if all parties aren't satisfied and meeting their individual objectives," said Felicia.

Consequently, she is committed to applying that same philosophy as a COSTARS Marketing Manager. "One of my main objectives is to foster relationships with both COSTARS members and suppliers to ensure I am doing everything I can to help them meet their goals," she said. "I look forward to working with you!"

Thank You Veterans!

By COSTARS Marketing Manager Felicia Campbell

In recognition of Veterans Day, Department of General Services Secretary Curt Topper recognized current and former members of the armed forces in the Capitol East Wing Rotunda on Nov. 6. The event was part of Governor Tom Wolf's State Employee Military Service Recognition Campaign. During the event, Secretary Topper discussed the value military personnel bring to the workplace.

Deputy Secretary for Diversity, Inclusion and Small Business Opportunities, Kerry Kirkland – a United States Air Force veteran – was the event's emcee and, along with Secretary Topper, presented employees in attendance with a special lapel pin recognizing their service.

The history of Veterans Day was a lengthy evolution. In 1919, President Wilson proclaimed Nov. 11 as the first commemoration of "Armistice Day" to reflect on the heroism of those who died in the country's service during World War I – the "Great War." Armistice Day was made a legal holiday by an act on May 13, 1938. Because Armistice Day was primarily an acknowledgement of WWI veterans, the 83rd Congress approved legislation to replace the word "Armistice" with "Veterans" on June 1, 1954 making Veterans Day a day to honor American veterans of all wars.

The COSTARS team would like to thank all veterans for their willingness to serve and sacrifice for the love of their country, including COSTARS Commodity Specialists Dave Gibson and Emanuel L. Williams, and Supplier Services Section Program Manager Scott Bowers.



Have You Tried PROCURATED™ Yet?

Because Every Decision Matters.

Procurated's supplier evaluation tool leverages peer reviews from you and other procurement officials in Pennsylvania to help you choose the best suppliers.

Registration on *Procurated's* peer review platform is now available, and for a limited time, the site is free for all COSTARS members! As a COSTARS member you can rate the performance of COSTARS suppliers, as well as other suppliers that may be of interest to fellow COSTARS members. Suppliers are given an overall rating on a scale of one to five stars, and are also rated on customer service, pricing and value, quality, and timeliness. Each review includes an additional written description that provides insight on past experiences when searching for the best supplier.

It takes just two minutes of your time to write a review on www.procurated.com. So log on today and help your COSTARS peers across the commonwealth find great suppliers!



Area Agencies on Aging Save Money - Use COSTARS!

Does your non-profit/tax-exempt organization provide health and wellness services to older Pennsylvanians? Are you a current COSTARS member or supplier that knows of, or works with one of these organizations?

Area Agencies on Aging, Adult Day Centers, and Senior Community Centers can save more through the COSTARS Program on the things they buy every day like medical supplies, food, janitorial supplies, toiletries, appliances, uniforms, vehicles and much more!

To determine if an organization is eligible for the COSTARS Program go to www.dgs.pa.gov/COSTARS and select the Member Information button. If you are a COSTARS member, search these contracts by selecting the yellow Members button, then select Search Contracts/COSTARS Contracts.

Area Agencies on Aging

Local Area Agencies on Aging (AAA) are the front door for aging services in communities throughout the commonwealth. AAAs are staffed with skilled workers who can provide information about aging-related services and also assist in obtaining access to those services. Pennsylvania has 52 Area Agencies on Aging that cover all 67 counties.

Adult Day Centers

Adult Day Centers (ADC) provide social, recreational, and health services for older Pennsylvanians. They are a great resource for families and other caregivers who work and are unable to provide assistance during work hours.

Senior Community Centers

Senior Community Centers offer meals, recreation, health and wellness programs, and a variety of other services for older Pennsylvanians. There are over 500 Senior Community Centers throughout Pennsylvania.



Exclusive Fall 2019 Rebate From WEX and Sunoco

Save 25¢ on every gallon at Sunoco.

The Commonwealth of Pennsylvania's COSTARS customers can save **25¢ per gallon*** at Sunoco through statewide contract #4400020592.

If your Sunoco volume from September - November 2019 exceeds the number of gallons you purchased at Sunoco the same time last year, you will receive an exclusive Fall 2019 25¢ fuel rebate on every incremental gallon.

If you have any questions, contact WEX Customer Service at 1-866-747-4440.

* Eligible participants include COSTARS customers who:

- Purchased fuel at Sunoco with their Commonwealth of PA/Sunoco Universal fuel cards from September-November 2018.
- Currently have an active account status.
- Have an active account status during the 2019 incentive time period of September-November 2019.

The promotional fuel rebate will be applied as a statement account credit.

WEX/Sunoco Annual Rebate

The WEX/Sunoco annual rebate for COSTARS accounts totaled an impressive \$494,975! Current account holders should have seen the rebate on their September invoice.

If your organization wants to learn more about how you can save money on your fleet fuel purchases, monitor spending and receive annual rebates, contact WEX Customer Service at 1-866-747-4440.

Credit Card Services Contract



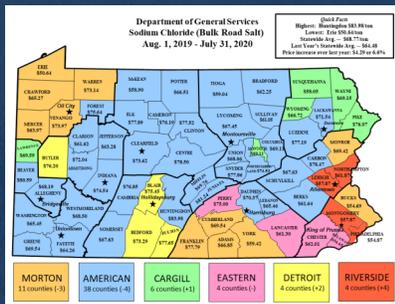
Attention COSTARS Members! U.S. Bank is excited to offer you an exclusive opportunity to earn money while you spend it, through the commonwealth's newly expanded Credit Card Services contract #4400017788. The contract includes purchasing card and corporate card programs that help you streamline your payables process while you earn rebates. In addition, the program provides:

- **No spending requirement** - enables members to save based on the overall combined spend volume of all participating members and the individual speed of payment for each participating member.
- **Real-time online data** - provides accessibility to spending data for easier payment tracking and auditing.
- **Comprehensive purchasing access** - the card is accepted across the globe!

For more information or to sign up, contact Ryan Callaway at 704.243.3278 or by email at ryan.callaway@usbank.com.



Order Your Road Salt Now!



Winter weather has arrived early! Be sure to check the Newsflash/Current News section of the COSTARS Members Area on the COSTARS website, for a link to the 2019-2020 Sodium Chloride (Road Salt) Contract.

To view the awarded supplier and cost per ton for your county, go to the Members Area page of the COSTARS website at www.dgs.pa.gov/COSTARS > Member Information link > yellow Members button > Newsflash.

NOTE: Riverside is the new supplier for Northampton, Lehigh, Montgomery and Philadelphia counties.

COSTARS IN THE NEWS



According to an October article in *The Progress*, Curwensville Municipal Authority heard recently that the wastewater treatment plant's centrifuge should be replaced in the coming weeks. The plant has been without a plant centrifuge since June when the existing one failed. Since that time it has been relying on rental units to separate the waste solids from the liquids. The new centrifuge was purchased through the state's cooperative purchasing program COSTARS. Plant Operator Dave Stricek said he expects work to begin Monday to remove the centrifuge that ceased to function and install the new one. "In one to two weeks, everything should be up and running," he told the authority.

The COSTARS Team is always looking for stories in the news about COSTARS members who are saving money by purchasing through the COSTARS Program.

Tell us about your successful money-saving purchases and we will be sure to include them in our next edition of the *COSTARS Connection* newsletter!

Guide to COSTARS Contracts Simplifies Contract Search

By Kim Bullivant, COSTARS Marketing Manager

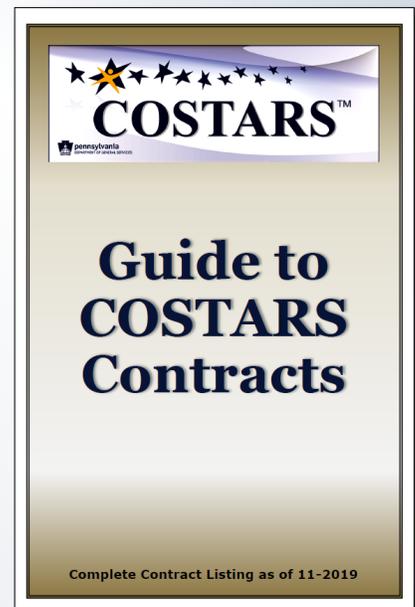
Have you used the Guide to COSTARS Contracts yet? If not, you will want to add this helpful handbook to your collection! The guide lists all COSTARS-exclusive and statewide COSTARS-participating contracts and all categories under each COSTARS-exclusive contract to further streamline your search.

Additionally, the guide lists commodity specialist contact information if you have questions specific to a COSTARS-exclusive contract.

Be sure to check out the Guide to COSTARS Contracts online at www.dgs.pa.gov/COSTARS. From the home page, select the **Member Information** button. A link for the guide is located in the light blue box under the **Member Resources** heading. Or, from the home page, select the **COSTARS Supplier Information** button. A link for the guide is located under the **Supplier Resources** heading.

Need a refresher on searching contracts? Don't forget about COSTARS Online Training Center for members and suppliers! Members may access training by selecting the **Member Information** button, yellow **Members** button and **Training Center** link on the Members Area page. Suppliers may access training by selecting the **COSTARS Supplier Information** button and **COSTARS Training Center** link.

You may also contact us for help with searching contracts or any other COSTARS Program questions at our toll-free phone number, 1-866-768-7827 or via email at GS-PACostars@pa.gov.



**Upcoming 2019
Auction:**

Dec.10

Commonwealth Auto Auction Save on Pre-Owned Fleet Vehicles

Every other month, the commonwealth holds an auction through Manheim Auto Auctions giving the public a chance to buy commonwealth-owned vehicles that are being taken out of fleet, including: fleet vehicles; police cars; seized vehicles; and some PennDOT vehicles.

The auctions are held at Manheim's Grantville location (488 Firehouse Road, Grantville, PA 17028), starting at 10 a.m.

The public may register and view auction vehicles before the day of the sale (preferred). Registration and viewing can be done the Friday, Saturday, Sunday and Monday prior to each sale from 9 a.m. to 4 p.m.

For additional information, please visit:

<https://www.dgs.pa.gov/Vehicle-Management/Pages/Auto-Auction-Information.aspx>.



COSTARS On The Road

Recent Events

- ◆ Sept. 4-5 2019 PA Procurement Expo & Forum Harrisburg
- ◆ Oct. 3 Department of Auditor General Auditor Seminar Hollidaysburg
- ◆ Oct. 11 PA State Association of Boroughs Fall Leadership Conference State College
- ◆ Oct. 16 Department of Auditor General Auditor Seminar Bethlehem
- ◆ Oct. 23 LV Meet the Buyers Procurement Fair Bethlehem
- ◆ Oct. 29 GACO Procurement Fair Monroeville
- ◆ Oct. 30 Department of Auditor General Auditor Seminar Penn Hills
- ◆ Nov. 1 Introduction to COSTARS for Suppliers sponsored by SEDA-COG PTAC Lewisburg

Upcoming Events

- ◆ Jan. 7 COSTARS Member Training Sponsored by SEDA-COG Lewisburg
- ◆ April 9 Schaedler Yesco Expo 2020 Hershey
- ◆ May 3-6 PSATS 2020 Educational Conference & Exhibit Show Hershey

COSTARS Marketing Managers make it their mission to spread the message about the COSTARS Program, recruit new members and suppliers, and provide training about the program. Marketing Managers Kim Bullivant and Felicia Campbell travel throughout the commonwealth speaking at conferences, workshops and seminars sponsored by associations, suppliers, universities, legislators, chambers of commerce and others.

To submit a request for a COSTARS representative to speak or conduct a training session for members or suppliers at an upcoming event, please contact Kim or Felicia at toll free telephone number 1-866-768-7827 or email to GS-PaCostars@pa.gov. The COSTARS Marketing Team's Calendar of Events is also available on the COSTARS website on the [COSTARS Program Resources](#) page.

Members and suppliers - we want to hear from you!

- What do you like about the newsletter? What can we do to make it better?
- Tell us how you saved money by using the COSTARS Program.
- Tell us more about how you helped a customer get the best value for their money.



Email us at GS-PACostars@pa.gov with your comments!

Remember to Keep Your COSTARS Profile Up To Date!

To ensure your organization or business continues to receive important program and contract information from the COSTARS Team, update your information online today!

To access the online training module for step-by-step instructions visit:

Members: <https://www.copacustomhelp.state.pa.us/gm/folder-1.11.97278?originalContext=1.11.97211>.

Suppliers: <https://www.copacustomhelp.state.pa.us/gm/folder-1.11.97299?originalContext=1.11.97212>.

We've moved!



NOTE: Our Facebook, Twitter and LinkedIn addresses have changed. Please make sure to update your links to continue connecting with us! **Remember, this does not replace important updates we send to you via email, so please maintain your member and supplier information in the COSTARS system.*

Visit our Facebook page at:

<https://www.facebook.com/pages/Costars-PA-Department-of-General-Services/904261462952351?ref=hl>
<https://www.facebook.com/PAGenServices/>

New!

Visit our Twitter page at:

<https://twitter.com/COSTARSNews>
<https://twitter.com/PAGenServices/>

New!

Visit our LinkedIn page at:

<https://www.linkedin.com/company/costarsnews>
<https://www.linkedin.com/company/pagenservices/>

New!

COSTARS Connection

Curt Topper - Secretary, Department of General Services
 Ken Hess - Deputy Secretary for Procurement
 Janice Pistor - Chief Procurement Officer
 Dawn Eshenour - Chief, Supplier Dev. & Support Div.
 Patty Smith - COSTARS Program Manager
 Kim Bullivant - Marketing Manager
 Felicia Campbell - Marketing Manager

Further information on the COSTARS program is available by phone at 1-866-768-7827 or by visiting the [COSTARS](#) website at www.dgs.pa.gov/COSTARS.

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At DGS, our mission is to help government operate more efficiently, effectively, and safely - delivering exceptional value for all Pennsylvanians.

