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States Put Buying Power to Work for Local Governments.

When states drive cooperative procurements, local agencies can take advantage of volume discounts, experienced contracting officers and a streamlined process.

As local governments look for ways to stretch their budgets, many are turning to cooperative purchasing, where they can take advantage of the volume discounts states negotiate for office supplies, laptops and even specialized applications. When states open their commodity purchases to local government buyers, they spread the benefits of the volume pricing, experienced procurement teams and the streamlined contracting process so communities can get the products and services they need faster and at a better price.

In Texas, for example, the Department of Information Resources, or DIR, issued a request for offer June 9 asking respondents to provide Google products and services for not only state agencies, but local ones, too.

“While DIR is specifically charged with overseeing state government, countless local government entities—including K-12 education organizations and public colleges and universities—also depend on DIR’s services to keep their technology reliable, secure, and forward-looking,” the document states.

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Route Fifty

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