

# SUCCESSING TOGETHER

Every governmental agency faces resource constraints. Budgets are tight and the workload never quits. If you're responsible for procuring heavy equipment under these conditions, it's hard to be successful on the job.

**Cooperative purchasing can help.**

## TAKE YOUR PICK

Gregory Poole Equipment Company is pleased to make our equipment available through several cooperative purchasing options. Get the assets you need to be more successful when you buy our products with one of these agreements:



Let us help you with any questions you may have and provide information on which procurement method best suits your needs.

**Sourcewell (formally NJPA)**  
Contract #032119-CAT  
Caterpillar Heavy Equipment Sales, Parts, Rentals and Services

**OMNIA Partners (Formerly National IPA)**  
Contract #161534  
Caterpillar Heavy Equipment & Power Systems. Sales, Parts, Rentals and Services

**Sourcewell (formally NJPA)**  
Contract #120617-CAT  
Caterpillar Diesel & Natural Gas Generator Sets

**NC Sheriffs Association**  
#21-05-0506  
Heavy Equipment, Power Systems & Lift Trucks. Sales, Parts, Rentals and Services

**Sourcewell (formally NJPA)**  
Contract #102115-BBB  
Blue Bird Buses

**NC Statewide Contract 760H**  
Heavy Equipment, Power Systems & Lift Trucks. Sales, Parts, Rentals and Services

## LIFE CYCLE COST CALCULATION

It's important to evaluate equipment purchases from a total cost perspective. You need the total cost data to make the best investment decision since going with the low bid can actually cost more in the long run. Here is one well-accepted method to determine total cost:

INITIAL PURCHASE PRICE  
TRADE-IN  
+ MAINTENANCE  
+ REPAIRS  
+ FUEL RESALE VALUE  

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TOTAL COST

## WHY COOPERATIVE PURCHASING?

Speed and cost control are two important ways cooperative contracts can help solve your procurement challenges, but there are some other very good reasons to buy equipment this way:

### CHOOSE QUALITY

Get access to assets that deliver the lowest total cost over the lifecycle.

### SAVE TIME

Improve procurement efficiency so you can put new equipment to work faster.

### CONTROL COSTS

Don't spend valuable budget dollars soliciting bids, reviewing proposals and awarding contracts.

### DO MORE WORK WITH FEWER PEOPLE

Leverage the work done by others and let your staff handle more pressing priorities.

### MANAGE RISK

Avoid unexpected repair costs and other budget surprises that may arise when you buy the low-bid option.

### GET LOCAL SUPPORT

Keep your fleet running reliably with support from the local Cat dealer.

### SPEED



### COST CONTROL



## SUCCESSING TOGETHER

No matter how you define success, we are built to help you achieve it. We invite you to learn more about how to use cooperative purchasing to reach your goals.

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