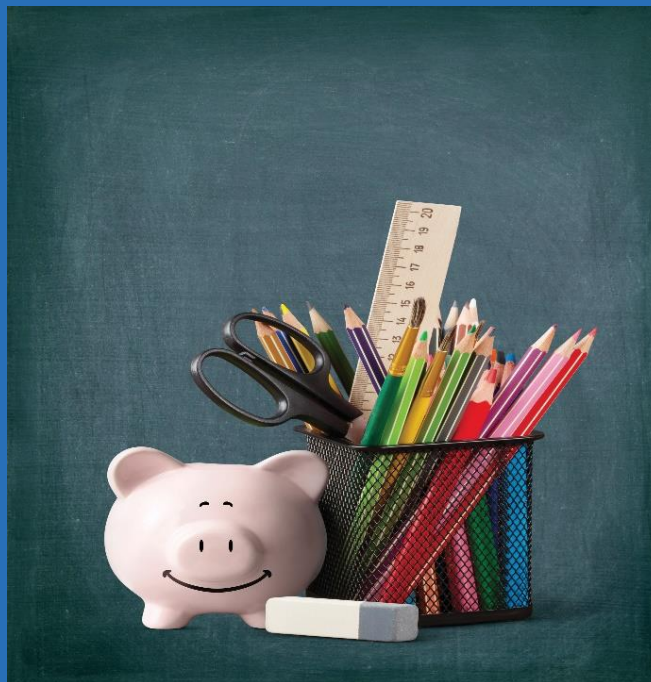


Discussion Forum for AoG Contracts



Common facts around AoG contracts



- There is no cost to join
- All State and integrated schools are eligible
- AoG contracts are not mandatory , you have the choice to “pick and choose” which contracts will deliver best value to your school
- Only obligated to purchase the selected products in scope of the AoG catalogues within all contracts
- Leasing is still an option
- You are not locked in, there are options to exit a contract if you wish

Average AoG contract savings

800 schools using one or more contract



11%

IT Hardware



5%

Electricity



8%

Print
Services



24%

Office
Supplies



30%

Banking
Services



17%

Reticulated
Gas



20%

Rental
Vehicles



11%

Motor
Vehicles

Schools may achieve savings up to this level. Savings have been calculated on average school spend. Provided by the Ministry of Business and Innovation based on 2017/18 data - procurement.govt.nz

Feedback from Schools regarding AoG contracts

- **North Island school** looking to lease 15 new printers. AoG deal was signed with new provider providing savings of \$120k from previous contract over next five years. No minimum volumes.
- **Glenholme School (Rotorua)**

The overall effort was minimal compared to the savings that our school is making.

Emailing suppliers directly from the information on the procurement site helps minimise a lot of time – they send all the info to you and you just fill in and sign. I definitely would recommend all schools to join AOG contracts especially for high expense items such as consumables, stationery, paper and toilet items. In some cases products were 40% cheaper with saving at least 20% on most stationery and cleaning products for eg: Box of large toilet rolls.. school paying \$80 could purchase exactly the same @\$28.00
- **Small rural South Island school**

Purchased a single printer outright from previous provider

Saved \$3k on purchase price and also expect to save approximately \$2k per annum on print costs

Continued Schools Feedback

- The AoG Office Supplies contract manager assisted with a price comparison exercise across the panel of suppliers for the 'key office supplies' category. She compared prices for the school's commonly purchased items and found that they could save approximately 20% by joining the AoG Office Supplies contract. These savings were very compelling for the school and they decided to join the contract in both the 'key office supplies' category and the 'washroom consumables' category. When deciding on a preferred supplier, the school also considered non-price factors such as delivery service, online ordering system and specialist suppliers.
- When the school contacted their chosen supplier for each category, they were given a thorough cost savings analysis as well as some value added benefits. The washroom consumables supplier offered to replace the schools dispensers to one standard size which simplified the number of products they used and made it much more convenient.
- The school found the process of joining the contract quite time consuming however the school is convinced that the cost benefits have outweighed the effort it has taken to choose preferred suppliers and sign up to the contract. The school recommends other schools to join the AoG Office Supplies contract due to the significant savings available.

Te Aro School, Wellington (Georgie O'Connor, Office Administrator)

How to Join

- **Go to: www.procurement.govt.nz**
- To login you will need a realme login, if you don't have one you can create one at the login window
- If your school hasn't already joined any AoG contracts, you are required to sign and return a non disclosure agreement (NDA) before you can access confidential information about the contract, to request an NDA please email procurement@mbie.govt.nz in the first instance
- From here select the tab "All of Government Contracts" to view the contracts you are interested in.
- Once you have reviewed the contract or contracts of your choice and are ready to join email procurement@mbie.govt.nz and request the Memorandum of Understanding which will include the Letter of Accession to be signed by your principal

For more information

- General Email contact for AoG contracts: procurement@mbie.govt.nz
- Graham Couchman – Account Manager – 04 897 5224
- Jan Barnett – Account Manager – Phone: 07 837 3131
- Maria Lolo – Account Manager – Phone: 04 901 4150