

Reaping the rewards of All of Government Contracts

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Outline for today's session

1. Introductions
2. What are All of Government contracts?
3. Overview of the joining process
4. Spotlight contracts – office supplies, print, IT Hardware
5. Other collaborative contracts
4. How you can get help
5. Q&A and feedback

Introductions



A bit about us...



A bit about you...

Take two minutes to;

1. introduce yourself to someone at the table you don't already know, school you are from, how long you've been in your role etc and;
2. use a post it note to tell us one thing you'd like to get from today's session about AoG contracts



What are All of Government (AoG) Contracts?

- AoG contracts use of the buying power of the government's collective spending, to offer the public sector discounted prices and preferential contract terms for common products and services.
- New Zealand Government Procurement (NZGP) develops, negotiates, monitors and manages AoG contracts.
- All state and state-integrated schools are eligible to join these contracts and there is no cost to join.

A quick summary of the benefits

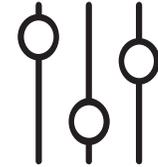


Save money through access to centrally negotiated prices.

Most contracts require suppliers to match any lower prices offered outside of the contract.

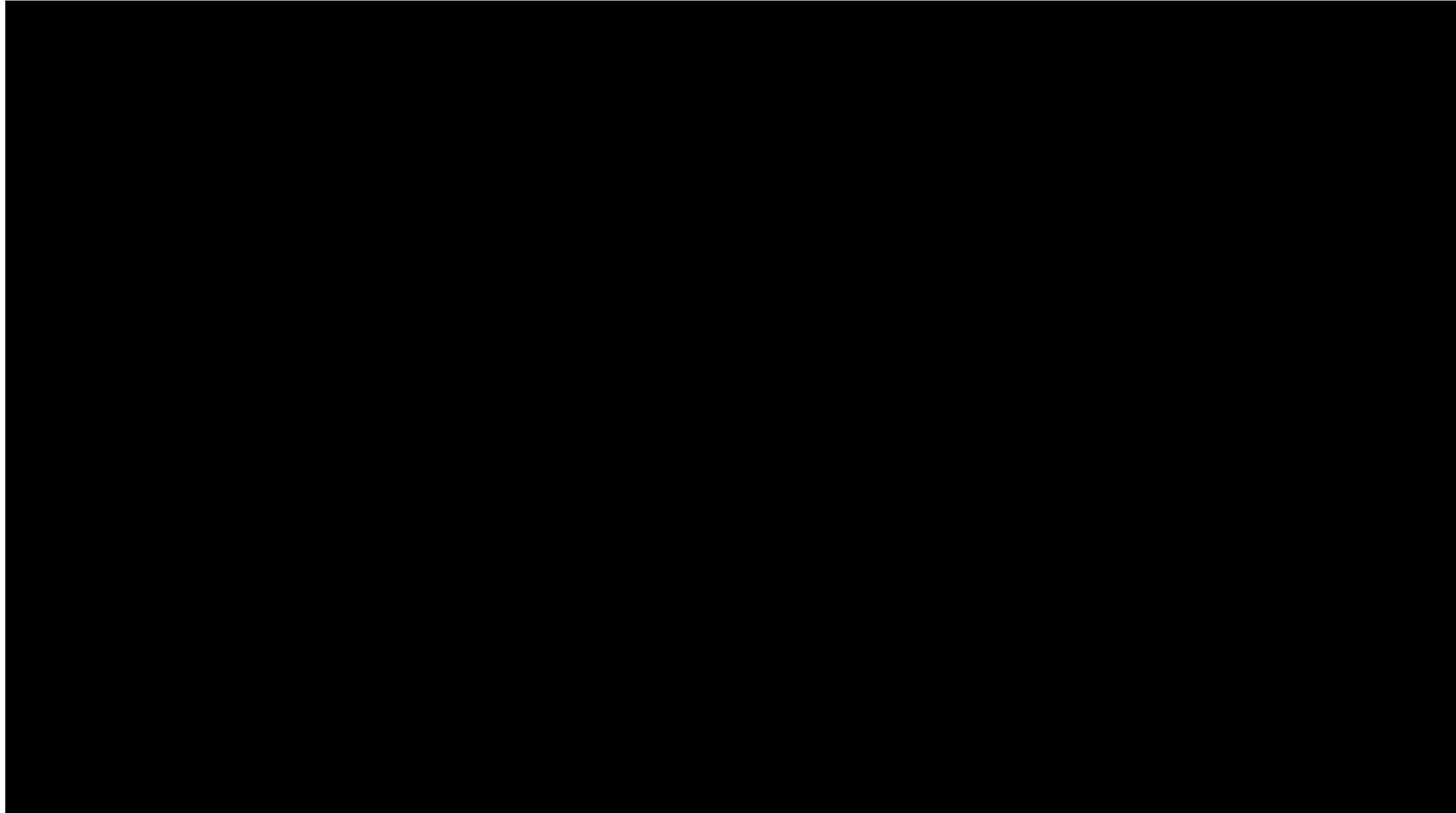


Save time as there is no need to develop or negotiate the contracts in-house.



Reduced risk as contract terms are preferential and thoroughly reviewed by legal experts.

Hear from Wellington East Girls College...





AoG contracts that work for schools

(and number of schools signed up as at 7 July 2021)



Office Supplies

Current (820)
New (176)



Print Technology & Associated Services

(871)



Banking

(317)



Motor Vehicles

(243)



IT Hardware

(179)



Reticulated Gas

(39)



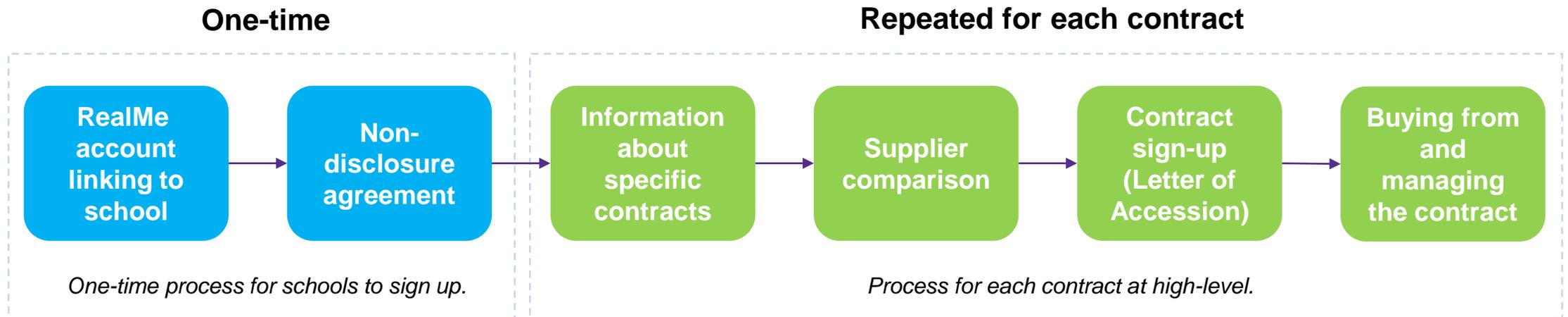
Electricity

(130+)



Air Travel (81)
Travel Management Services (33)
Rental Vehicles (56)

Overview of the AoG contract joining process



If you are signed up to buy from one AoG contract, your school will have already completed these steps.

Contract spotlight – Office Supplies (1/2)



Current categories

Key Office Supplies

Educational Supplies

Cleaning and Hygiene

Washroom Consumables

ICT Consumables



New categories from July 2021

Low Waste Key Office Supplies

Educational Supplies

Cleaning and Hygiene

Washroom Consumables

ICT Consumables

Milk and Milk Alternatives

Health and Safety Products

Key things to note:

- Current contract expires July 2021; new contract has more categories, suppliers, low waste focus and revised pricing.
- You can sign up for any number of categories.
- A preferred supplier to be identified for each category, based on pricing and service and offering.
- No lock in - You can switch suppliers anytime by giving 30 days notice.

Contract spotlight – office supplies (2/2)



Supplier	Low Waste Key Office Supplies	ICT Consumables	Educational Supplies	Washroom Consumables	Cleaning and Hygiene Consumables	Health and Safety Products	Milk and Milk Alternatives
AlSCO New Zealand				✓	✓		
Burns and Ferrall				✓			
National Express Products (NXP)	✓	✓	✓	✓	✓	✓	✓
New Zealand Safety Blackwoods (NZSB)	✓			✓		✓	✓
OfficeMax New Zealand Limited	✓	✓	✓	✓	✓	✓	✓
Pacific Hygiene Limited				✓			
PlayNLearn			✓				
Qizzle	✓		✓			✓	
The Warehouse Group	✓	✓	✓	✓		✓	

Note: If you are currently buying through the AoG Office Supplies contract, you will have to sign up to the new contract by 17 July 2021 to continue to get the benefits of AoG contract for orders after 18 July.

Contract spotlight – Print (1/2)



- You will get the **best price in the market for print devices**, particularly if you get multiple quotes.
- Service and maintenance costs are negotiable, but subject to a maximum cost per copy.
- Pricing is locked in and will not increase over the term of the contract (unlike most commercial contracts).
- A3 printing is charged at the same price as A4.
- There is no charge for scanning functionality.
- No charge for toner delivery.
- No committed volumes.
- Early termination costs must be disclosed, and transparent pricing provided in an AoG contract Statement of Work (SoW) to ensure that schools can make fully informed decisions.

Contract spotlight – Print (2/2)



- Average savings between commercial contract and AoG contract is circa 40%!
- Start planning 3-6 months prior to your contract expiring.
- Beware of early termination fees – it's often more cost effective to see your current contract out.
- Access the expertise and advice available from the NZGP Print team or the MoE school buying team.

A recent example:

*A school (1500+ pupils) which was spending ~\$90-100K annually on their commercial print contract invited quotes from AoG Print providers 3 months prior to expiry of contract. Received three AoG quotes, **all under \$60K.***

What did they do right?

- *Moving to AoG contract at expiry of current contract (not before).*
- *Received multiple quotes (this increased competitive tension and reduced their per copy service and maintenance costs).*
- *Clearly specified their requirements.*



Contract spotlight – IT Hardware

- Current AoG IT Hardware contract about to expire – not currently widely used by schools.

New contract expected to be in place September 2021

- New category ‘meeting room equipment’ will cover digital whiteboards, projectors etc.
- Increased flexibility for schools.
- Introducing a key IT catalogue tailored to schools.
- Easy comparison of products and pricing.

Keep an eye on the School Bulletin for updates on this contract...



Contract spotlight – Electricity

- Competitive prices for electricity - participating government agencies saving 5% on average, when compared to commercial contracts.
- Panel of five electricity suppliers.
- NZGP run a secondary tender process on behalf of schools with a cluster of other public sector agencies.
- Fixed energy prices over the agreed term of the supply.
- Fair and transparent contract terms (written by public sector rather than the supplier).
- Support and advice available from electricity suppliers and NZGP team.



Contract spotlight – Reticulated Gas

- AoG reticulated gas contract just renewed for additional three years until September 2024
- Provides security of reliable gas supply in a very constrained and volatile New Zealand energy market
- New pricing effective from October 2021 (new pricing supplements need to be signed by participating schools)
- Pricing approximately 30% below market rates (30%) for 3 years (still a significant price increase)
- Commitment to review the gas price within two years should the wholesale market improve.
- The inclusion of two new 'energy services'
 - Decarbonising and action planning workshops
 - 30% towards the costs of NABERSNZ Assessments

Other AoG contracts that can work for schools



Office furniture



Banking



Motor Vehicles



Air Travel
Travel Management Services
Rental Vehicles



Syndicated contracts

- Syndicated contracts are led by a single government agency, such as NZ Police, or NZ Post.
- This lead agency goes to market with a group of other agencies. Together, they agree to a contract with a business for that business to provide goods and/or services to the group.
- The lead agency develops, negotiates, monitors and manages the syndicated contract. They are also the key point of contact for the contract.
- All state and state-integrated schools are eligible to join these contracts.



Syndicated contracts that schools are using

- Cleaning services:
 - Contract with OCS (with NZ Police as the lead agency)
 - Contract with Spotless (with NZ Post as the lead agency)
- Retail Fuel with BP (with NZ Defence Force as the lead agency).
- Waste management services with Waste Management Limited (with Inland Revenue as the lead agency).

The Schools Buying team is in the process of assessing the suitability of other syndicated contracts.

How you can get help



Resources being developed

Buying goods and services for schools

Find links to our advice on buying goods and services for schools.

LEVEL OF COMPLIANCE	MAIN AUDIENCE	OTHER
Inform 	<ul style="list-style-type: none"> Principals and Tumuaki, Staff responsible for buying in schools 	<ul style="list-style-type: none"> Boards

By buying smartly, schools can save money and time, while also reducing risk.

- ▼ [General buying advice](#)
- ▼ [Buying advice for common goods and services](#)
- ▼ [Engagement and events](#)
- ▼ [Help from the Schools Buying team](#)

5-19 YEARS
School
16+ YEARS
Tertiary Education
OUR WORK
Ministry of Education

[Home](#) / [School](#) / [Property and school transport](#) / [All of Government contracts](#)

Buying office supplies

Learn about the All-of-Government (AoG) office supplies contract, which covers stationery, cleaning, hygiene and washroom consumables, ICT consumables and educational supplies.

LEVEL OF COMPLIANCE	MAIN AUDIENCE	OTHER
Recommended 	<ul style="list-style-type: none"> Principals and Tumuaki Staff responsible for buying on behalf of their school 	<ul style="list-style-type: none"> Boards

AoG contracts are optional for schools to join.

- Refreshed guidance content on the Education website.
- Tools and templates for common categories.
- Working with New Zealand Government Procurement and other Ministry of Education teams to influence solutions for schools.

Schools Buying team



One on one consultations to identify areas of improvement.



Developing guidance, tools and templates.



Help with signing up for AoG and other collaborative contracts.



Answering buying related questions and connecting with the right Ministry teams.

For help, contact: school.buying@education.govt.nz

NZGP Category Specialists



Advice specific to AoG contract categories and help signing up to and buying from their contracts

For help contact: procurement@mbie.govt.nz

Questions?





We **shape** an **education** system that delivers
equitable and **excellent outcomes**

He mea **tārai** e mātou te **mātauranga**
kia **rangatira** ai, kia **mana taurite** ai ōna **huanga**



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