



What is WSCA/NASPO? Why purchase from the HP WSCA/NASPO Computer contract?

The Western States Contracting Alliance, or WSCA, was formed in October 1993 by state purchasing directors from 15 states. WSCA was established to provide states and/or purchasing entities the means to participate in a cooperative contract to achieve cost-effective and efficient acquisition of quality products and services. States included in this group are Alaska, Arizona, California, Colorado, Hawaii, Idaho, Minnesota, Montana, Nevada, New Mexico, Oregon, South Dakota, Utah, Washington and Wyoming.

WSCA is a national leader in facilitating cooperative purchasing that benefits states, cities, counties, public schools and higher education. These contracting initiatives are administered by a western region state and follow a review process managed by the state directors from the region. The WSCA contract was competitively bid through the formal request for proposal process to enable each WSCA procuring entity to purchase computer equipment and services at competitive pricing.

As a result of the great success in the western region, the National Association of State Procurement Officials (NASPO) initiated the NASPO Cooperative Purchasing Committee in 2002 to assist member states both in and outside of the region in establishing cooperative multi-state contracts. Similar to the original WSCA model, NASPO assists member states in all regions in establishing cooperative multi-state contracts.

The awarded contract consists of a master price agreement with each procuring entity signing up under the contract through a participating addendum. If the state joins with a participating addendum, then the political subdivisions (local government and education) within that state eligible to use the contract can procure off the contract. If the state does not participate, then political subdivisions may choose to participate independently.

Today, many agencies have been hit hard with budget cuts and constraints affecting workloads. The **HP WSCA/NASPO Computer Equipment, Peripherals and related services contract provides you** with competitively bid and awarded contracts to assist in maximizing your valuable budgets. The WSCA/NASPO Computer contract provides competitively awarded contracts for various commodities and services including the Computer Equipment and Services contract. By going to the HP WSCA/NASPO link at **www.hp.com/buy/wscaiii** you can view the multiple states participating. Managing one contract, instead of multiple agreements, including your strategic sourcing (standards), reduces workloads and saves you money. That's not all. By eliminating the creation of request for proposals (RFPs) for each department or agency, you save time and money.

The HP/WSCA contract also provides you with a direct contract that is based on the combined buying power of 39 state/statewide participants and close to a hundred individual agency participation in seven additional states. This gives **you the ability to reap the benefits of the combined buying power of WSCA/NASPO** every day. The HP/WSCA contract includes an available catalog of a wide array of Compaq/HP-branded product lines including AMD and Intel notebooks, tablet PCs, netbooks (mini-notebooks), desktops, workstations, thin clients, handhelds, and Intel®, AMD and UNIX® Servers, storage, networking, software, third-party peripherals, and software products along with multiple supporting services such as installation, warranty uplifts and extensions, mission-critical support plans, and maintenance services and support at **contractually low pricing**.