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Maximize results.

Serving Public Sector Agencies Since 1979

# PROCUREMENT 101

**an introduction of CES for IAC Corporate Partners,  
Exhibitors, Sponsors, and Future Procurement Partners**

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# Topics for Conversation

- Who is CES? What Does CES do?
- Cooperative Purchasing; CES Construction Program
- How Can CES Help IAC and Idaho's Agencies?
- 3 Step Purchasing Process
- Innovation in Procurement
- Open-Ended RFP
- What to Expect Next
- Local Support for IAC Agencies



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# Who is CES?

- CES is a member-owned governmental purchasing cooperative founded in 1979 in Albuquerque, NM, serving over 600+ agencies in NM and the US, that allows public agencies to purchase products and services through existing contracts, saving them time and money.
- CES serves Public Education, State + Local Gov't, Special Subdivisions of Gov't, Native American / Tribal Gov't.



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# Who is CES? ... continued

- CES offers approximately 800+ contracts in over 100 categories and subcategories ready for CES members` use.
- The Idaho Procurement Code 67-2807 (“Cooperative Purchasing”) and 67-9224 (Cooperative and group discount purchasing”), provide the general framework for public agencies in Idaho to use cooperative agreements such as CES`.
- CES` contracts are also in compliance with 2CFR Part 200, including requirements under “EDGAR” (the Education Department General Administrative Regulations) as well as FEMA and Homeland Security requirements.



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# What Does CES Do? - Cooperative Purchasing

- CES was formed with the intention to be an extension of Members' procurement departments so they can do more with existing resources without augmenting staff.
- CES leverages the purchasing power of many member agencies which translates to best obtainable pricing and more favorable terms for CES members.



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# What Does CES Do? - Cooperative Purchasing

## ... continued

- CES issues and manages its own solicitations and supplier relations, negotiates and awards its own contracts, no external 3<sup>rd</sup>-party lead agency handles the procurement process for CES and its members.
- CES' solicitation method is Request for Proposal because
  - 1) it vets vendors based on qualifications, and
  - 2) can make multiple awards for sufficient coverage statewide.



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Contracts in the following categories, but not limited to:

- Architects / Engineers
- Cars, Trucks, Vans
- Heavy equipment
- Copiers; Office Supplies
- Pre-engineered buildings
- Furniture
- SCADA Systems
- Public Safety and Security
- Janitorial Supplies
- Athletic Facilities, Turf, Bleachers
- Computers, Networking, Technology
- First Responders vehicles, equipment
- Public sector administrative software
- Public sector payment systems
- Fleet management and telematics
- Playgrounds
- Surveying, security drones
- 



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# CES – Public Sector Construction Program

- CES provides innovative procurement solutions in public sector construction such as Job Order Contracting and Infrastructure as a Service (coming FY 2026-2027).
- CES solicits throughout ID to contract with local contractors, in effect, creating and promoting economic development in your area.
- Generally, 95%+ local contractor + vendor participation while saving months in procurement time and hundreds of thousands in contracting and construction costs.

# CES – Construction Program

## CES` Job Order Contracting (JOC) Program Highlights

### Job Order Contracting (JOC)

Job Order Contracting (JOC) provides a fast & compliant delivery method for construction projects

CES has gone through the publicly solicited and competed RFP process on your behalf

Start projects quickly – saving time (4 – 6 mos.) and agency + taxpayer dollars

CES provides consultation and assistance

### JOC can be used for Projects:

Small Projects

Maintenance Projects

Operational Projects

Emergencies

Capital Projects

### Same Price Book for all Contractors

Thousands of Pre-Priced tasks in the Construction Task Catalog (CTC)

Tasks are updated quarterly (RS Means)/annually (Gordian) maintaining fair and equitable pricing

Changes to a project do not result in price escalation as prices are pre-established in CTC

For free consultation, contact our Construction Analysts

John King  
jking@ces.org

Thad Phipps  
thad@ces.org



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# How Can CES Help IAC and Idaho's Agencies?

- Saves procurement departments time and money in developing, issuing, evaluating, and awarding solicitations. 3 – 4 mos. for non-construction, 4 – 8 mos. for construction RFPs.
- There are no fees to be a CES member or for the use of its contracts.
- CES charges a 2% CAF (Vendor pays) where E&I charges over 4%, OMNIA, Sourcewell, BuyBoard charge 3%, so it costs more to ID taxpayers when external, non-IAC vetted cooperative contracts are used than by using a CES contract.

## How Can CES Help IAC and Idaho's Agencies? ... cont.

- Cost savings range between 5% - 60%. Heavy equipment 20+%, vehicles 5% - 15%, fire, brush trucks 2%, technology up to 50%, office supplies 40%.
- \*Leasing options available.
- 800+ contracts with 500+ vendors ready for use. National contracts such as Amazon Business, Apple, AT&T, Staples, Hellas, Astroturf, John Deere, etc.



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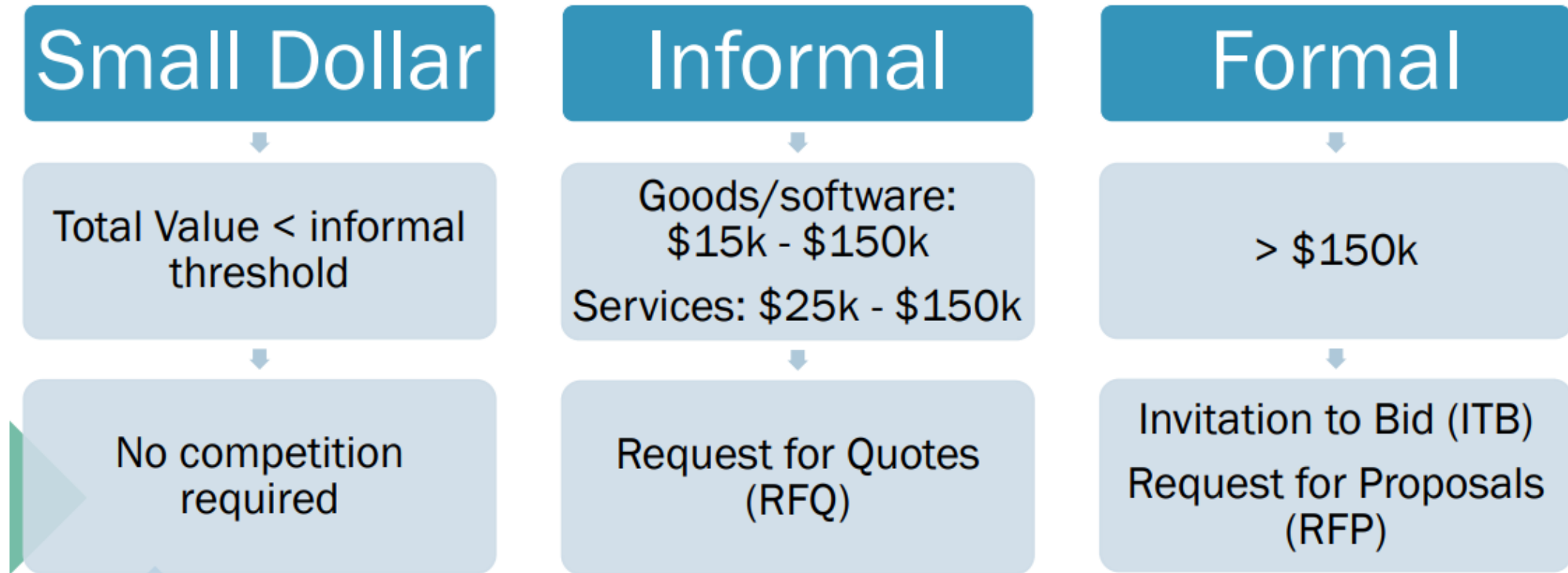
## How Can CES Help IAC and Idaho's Agencies? ... cont.

- In 2026, CES will conduct public solicitations in Idaho for public sector construction (G.C., mechanical, electrical, plumbing, roofing, asphalt, etc.) as well as other solicitations to bring on local businesses promoting local economic development.



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# Idaho Procurement Dollar Thresholds



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# CES – 3 Step Purchasing Process



Browse Contracts in CES' Online Vendor Listing & Marketplace (Bluebook)

(Request Quote from Vendor);  
Create Purchase Order to Vendor ("Direct Purchase", non-construction), to CES ("Traditional", for construction)

\*Shop Vendor Portal - direct from their eCommerce site through the Bluebook

Upload PO to Vendor in CES' Online Vendor Listing & Marketplace (Bluebook)



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# Find CES Contracts on IAC's Website

The screenshot displays the IAC website's 'RESOURCES' page. The header includes the IAC logo, navigation links (ABOUT IAC, ADVOCACY, RESEARCH & DATA, RESOURCES, EVENTS & TRAINING, CORPORATE PARTNERS), and a search bar. A large banner image of a lake at sunset is visible. The 'RESOURCES' section is highlighted with a red circular arrow icon. A sidebar on the left lists various resources, and the main content area features six cards with icons and links to specific resources.

**IDAHO ASSOCIATION OF COUNTIES**

**RESOURCES**

**RESOURCES**

- IAC CONFERENCE DOCUMENTS
- PUBLICATIONS
- IAC'S BLOG
- AFFILIATE ASSOCIATIONS
- CERTIFICATE OF RESIDENCY
- JOB OPENINGS
- OPIOID SETTLEMENT RESOURCES
- LAND USE MODEL ORDINANCES


**COUNTY OFFICIALS HANDBOOK**  
View Here >

**IAC CONFERENCE DOCUMENTS**  
Learn More >

**IAC's PUBLICATIONS**  
Learn More >



# CES` BlueBook



## BLUE BOOK

The following pages list CES vendors who have responded to and received an award for a publicly competed solicitation for goods and services.

[CES Members, click here for more information regarding our BlueBook purchase options!](#)

[How to Order Key](#)

[Get the Printed Bluebook](#)

[Frequently Asked Questions](#)

Welcome Gustavo Rossell  
[Sign out](#)

[Show all Results](#)

[Where is my Region?](#)

Vendor

Category

Subcategory

Region

Keyword search


Apple Inc.

--Select

--Select

--Select

Results

Vendor Logo	Vendor Organization Name	Categories	Socio-Economic Indicators				
	Apple Inc.	Technology					
One Apple Park Way Cupertino, CA. 95014		Phone: 800-800-2775					
Apple Inc. is a for-profit corporation incorporated in the State of California. Apple designs, manufactures and markets mobile communication and media devices and personal computers, and sells a variety of related software, services, accessories, networking solutions and third-party digital content and applications. Apple changed its name from "Apple Computer, Inc." to "Apple Inc." on January 9th, 2007 to reflect the expansion of its product line to include consumer electronics as well as personal computing devices.							
Contract	Category	Subcategory	Region	Contact Name	Contact Phone	Contact Email	For Ordering
<a href="#">1495841</a>	Technology	Computers and Peripheral Equipment	1, 2, 3, 4, 5, 6, 7, 8	Apple Education Bids Team, Neill Hitchcock	800-800-2775, 601-594-1301	<a href="mailto:bids@apple.com">bids@apple.com</a> , <a href="mailto:neill@apple.com">neill@apple.com</a>	<a href="#">Shop Vendor Portal</a>

1

1 - 1 of 1 items

Number of contracts: 1578

# CES` BlueBook



## BLUE BOOK

Welcome Gustavo Rossell  
[Sign out](#)

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[Show all Results](#)

[Where is my Region?](#)

Vendor

411 Equipment LLC

Category

--Select

Subcategory

--Select


Region

--Select

Keyword search

Results

Results

Vendor Logo	Vendor Organization Name	Categories	Socio-Economic Indicators				
	411 Equipment LLC	Fleet and Related	Small Business.				
1815 4th Street Northwest Albuquerque, NM. 87102							
Fire, Sewer, Street Sweeper, Surface Cleaning, Hydro Excavating and Litter Apparatus and Various Municipal and Industrial Equipment Sales, Service and Parts							
Contract	Category	Subcategory	Region	Contact Name	Contact Phone	Contact Email	For Ordering
<a href="#">2024-24-C115-ALL</a>	Fleet and Related	Automotive Equipment and Supplies, Automotive Parts and Tires, Electric Vehicles, Heavy Duty Trucks, Hybrid Vehicles	1, 2, 3, 4, 5, 6, 7, 8	Pete Marquez	505-280-9143	<a href="mailto:jmarquez@411equipment.com">jmarquez@411equipment.com</a>	<a href="#">Submit PO via Direct Purchase</a>
<a href="#">2024-25-C115-ALL</a>	Fleet and Related	Automotive Equipment and Supplies, Automotive Parts and Tires, Bus, Vehicle conversion , Electric Vehicles, Heavy Duty Trucks, Hybrid Vehicles, Light Duty Trucks	1, 2, 3, 4, 5, 6, 7, 8	Pete Marquez	505-280-9143	<a href="mailto:jmarquez@411equipment.com">jmarquez@411equipment.com</a>	<a href="#">Submit PO via Direct Purchase</a>

1

1 - 1 of 1 items

1 - 1 of 1 items

Number of contracts: 1578



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# CES – Innovation in Procurement

- What's next in CES Procurement:
  - New systems (financial, procurement, CRM) for enhanced capabilities
  - New services – augment your capacity compliantly

## IaaS (Infrastructure as a Service)

### Project Development

- Site visit to develop the general scope of work

### Vendor Selection

- Provide list of qualified vendors based on the scope of work
- Assist in “Mini-Bid process”

### Detailed Cost Proposal Development & Review

- Joint scope meeting with vendor on site. Scope of work and compliance

### Document Submittal

- CES uploads all required documents

### Construction Administration

- Perform administrative functions as an “Owner Representative”

## Paas Program (Procurement as a Service)

### Procurement Development

- Determine the appropriate procurement vehicle (ITB or RFP)
- Define the project description, funding source/s, budget and timeline

### ITB or RFP Development

- Provide ITB or RFP documents specific to the member needs following all state and Public Works statutes and the NM procurement code
- Direct involvement in the solicitation process from legal advertisement to Notice of Award and execution of contracts

# Open-Ended RFP

- CES` RFPs terms and conditions have language that allows, at the request of an Idaho public agency, for the acceptance of an RFP proposal for CES` review and evaluation, from a vendor that the agency needs to use to procure products or services.
- For transparency and open and fair competition, CES will evaluate the proposal using the same criteria used at the time of the original RFP event.
- If the vendor (Offeror) obtains a number of points meeting or exceeding the minimal threshold for award (75% of the highest score), per the original RFP's tabulation, that vendor will receive a recommendation for award.



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# Open-Ended RFP - Categories

2024-02 Windows, Treatments, Glazing, Tint and Related
2024-04 Robotics
2024-12 Food Service Equipment and Related Services
2024-13 Hazardous Waste Materials
2024-14 IT and Related, Products and Services
2024-15 School and Activity Buses
2024-16 Public Safety - Products and Related
2024-18 Specialty Cleaning and Related
2024-19 Interactive Classroom Technology
2024-20 Public Sector Administrative Software
2024-21 MRO Building Materials, Supplies, Tools, Equipment and Related
2024-23 Vehicles – Car, SUV, Van, Trucks, Police Car and Related
2024-24 Medium & Heavy-Duty Trucks
2024-25 Truck Bodies
2024-26 Trailers
2024-27 Office Classroom Vocational Products
2024-28 Furniture
2024-29 Fire, Security, Monitoring and Related
2024-30 Electronic Device Repair and Related

# Open-Ended RFP - Categories

2025-06 Copiers, Printers, MDF's Prod - Managed Print Svcs
2025-07 Computers & Peripherals
2025-08 IT Professional Svcs
2025-09 Music, Performing Arts, Equipment & Related
2025-10 Janitorial Prod, Svcs-Rltd
2025-11 Student Management, Special Education & Educational Management
2025-12 Temporary Employment and Recruitment Services
2025-13 Flooring Systems & Related
2025-14 Health & Training Supplies
2025-15 School Safety Audits
2025-18 In Vehicle Telematics Systems
2025-19 Medicaid Billing & Collection Services
2025-20 Fleet Management System
2025-21A Supplemental Employee Benefits - 125
2025-22 Public Sector Payment Systems
2025-24 SCADA Systems
2025-25 Weight Scales
2025-26 Moving, Storage Solutions
2025-27 Storage Tanks for Public Utility, Emergency, and Operational Services



# What to Expect Next

- Beginning Oct. 1, 2025, IAC + CES will make contracts available to IAC 44 member counties.
- CES ID Regional Managers will begin contacting your agency to onboard you as a member so you can start using CES` products & services.
- RFPs for construction and A/E will be issued in February 2025. \*Let your CES ID Regional Manager know what local contractors you would like for CES to contact to submit a proposal and compete for a contract that you can use.



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# Local Support for IAC Agencies

- Your IAC team has been working with CES to bring to your agencies a myriad of contracts that you can use.
- CES & IAC have collaborated in hiring 2 Regional Managers to support Idaho's 44 counties with ready-to-use contracts, technical assistance, trainings, and workshops.
- Available to IAC Members for consultation, CES will have Construction Analysts with vast experience in public sector construction.
- In 2026 - 2027, CES will also launch *Procurement as a Service* (PaaS) and *Infrastructure as a Service* (IaaS) designed to help agencies with their procurement needs while maximizing existing resources without having to augment staff.



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# CES Contacts

• David J. Chavez	Executive Director	<a href="mailto:david@ces.org">david@ces.org</a>
• Teresa Salazar	COO	<a href="mailto:teresa@ces.org">teresa@ces.org</a>
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• Gustavo Rossell	Director of Procurement	<a href="mailto:gustavo@ces.org">gustavo@ces.org</a>
• Angela Valadez	Administrative Assistant	<a href="mailto:avaladez@ces.org">avaladez@ces.org</a>
• Katherine Densmore	CES ID Office (435) 239-3040	<a href="mailto:katherine@ces.org">katherine@ces.org</a>



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