

training corner

■ **Got Contract? (We need your request first!)**

Mark Kinsey, Director of Outreach and Education

Mohave continues to get informal feedback from our members that we should have a contract in certain area. Our response is always the same, until our members tell us in writing that they have a need, we are reluctant to move forward on a contract area.

Most of you now know that Mohave does have an established process to consider your requests for contracts. It is called the "Solicitation Request" section of our web site. Below is the link to that section.

http://www.mesc.org/solicitation_request.html

At least quarterly, we formally review these requests and then take them to our Mohave member focus group on a semi-annual basis. Please take the time to complete this section any time you feel the need for a good cooperative contract. What are some of the things we consider when looking at your request?

1. Does the request appear to offer a viable contract opportunity for Mohave's membership?
2. Does this appear to be material, equipment, service, or construction with purchase volume sufficient to support a contract?
3. Can a quality competitive procurement solicitation be developed for the requested material, equipment, service, or construction?
4. Is it reasonable to anticipate that such a solicitation would result in a quality contract?
5. Would Mohave be able to successfully manage such a contract?
6. Other considerations applicable to the requested material, equipment, service, or construction.

Additionally, if a solicitation is issued, there is no guarantee that a recommended manufacturer and/or vendor will be awarded a contract.

Please let us help you. Identify your contract needs. We may be able to help you and many others with a quality Mohave contract.

Thank you for using this service.

If you need more information or training in this area, please contact:

Mark Kinsey
Director of Outreach and Education
Phone: 602-277-4290
Email: markk@mesc.org