

MiDEAL Membership is available to...

- Cities and Villages
- Townships
- Counties
- Road Commissions
- School Districts
- Intermediate School Districts
- Colleges
- Universities
- Non-Profit Hospitals

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DMB Updates

By Sean Carlson, Director of Acquisition Services

Headlines Tell a Powerful Story...

At least once a week, I notice a newspaper headline that reminds me of the difficult task faced by public servants. From revenue sharing cuts to overall tax shortfalls, the headlines proclaim the difficult budget times that lead public servants who are entrusted with spending taxpayer funds to find innovative solutions.

DMB offers diverse services as cost-saving resources. From print and mail services to consolidated surplus to cooperative purchasing, we recognize the need for all of us to pool resources.

MiDEAL has changed quite a bit in the last year, thanks to the input and feedback of conscientious members. The foundation for the program was laid in the mid-1970s, which was a vastly different purchasing era than we have today. MiDEAL's changes accommodate today's environment — but some things have not changed: the DMB team still stands ready, able and willing to provide competitively bid pricing for frugal public servants. MiDEAL is still voluntary. Still user-driven. Still dependent on member input.

We want to help you in your ongoing efforts to provide the best value to your taxpayers. Keep talking to us about what you need — we'll keep listening.

www.michigan.gov/MiDEAL



Cha-Cha-Cha-Changes...

By Penny Saites, Acquisition Services

In 1991 I assumed responsibility for the Extended Purchasing Program, now called MiDEAL. After 14 years of assisting program members, fielding hundreds of phone calls, email messages, and letters, traveling around the state, and having the pleasure of meeting many of you face-to-face, I am moving on to new assignments. It has been my great honor through my work as a State employee to serve Michigan's local governments, schools, colleges and universities. I leave you in the capable hands of Sue Schweim, who has joined our staff to manage outreach and marketing programs, and Mary Hanses, who will continue to provide day-to-day expertise for MiDEAL members.

Happy New Year, and best wishes for 2006 and beyond!

Penny Saites

MiDEAL Earns National Recognition

The National Association of State Procurement Officials (NASPO) honored Michigan's MiDEAL Program with its 2005 Cronin Classic Silver Award at their 2005 annual meeting. MiDEAL was recognized as an innovative procurement program for its member-driven redesign.

Although Michigan has offered an extended purchasing program since 1975, it needed a new focus, according to Sean Carlson, director of DMB's Acquisition Services. "We expanded our outreach to include both elected officials and purchasing leaders across the state, increasing awareness about how they can save taxpayers' money on contracts that are already in place," he said.

NASPO is a nonprofit association of purchasing officers dedicated to strengthening members through education, research and communication. Its Cronin Club Innovation Awards recognize innovative state procurement programs and promote the sharing of ideas among members.



Acquisition Services Director Sean Carlson (right) receives the Classic Cronin Award at this year's NASPO Conference.

Furniture Contracts Expanded for MiDEAL Members

MiDEAL Discounts

**Furniture:
81.6% Discount off of
2004 List Price**

**Seating:
57% — 72% Discount
off of 2001 List Price**

Michigan's furniture contract is one of the most popular among MiDEAL Members. The current contract with Haworth features the best discount the vendor offers. **Hot News: the ergonomic and general office seating contract was recently extended to MiDEAL Members.**

The current contract with Haworth expires in June, 2006. Two different solicitations for the replacement contract were recently competitively bid — one for new furniture and one for remanufactured. Responses for both are currently being evaluated.

For specs and pricing, visit www.michigan.gov/MiDEAL, and select the "Contract Listing" tab.

Ö Reminder!

For contract updates and alerts, please register your email address on the MiDEAL ListServ. To register, visit www.michigan.gov/MiDEAL and click on "Local to Local ListServ."

Ö Reminder!

We have tools to help you promote your savings and your participation in innovative cooperative programs. For more information, contact Sue Schweim at 517/373-6327.

Savings on Fleet!

Michigan's fleet solicitation was competitively bid, with outstanding results that will have MiDEAL members revving their engines with excitement.

The solicitation was influenced by MiDEAL member feedback, leading to distinct differences from previous contracts – the diversity in manufacturers, makes and models reflects the needs of various buying entities.



The MiDEAL Fleet Contract is a high-performance savings vehicle.

Key points regarding Michigan's fleet contract:

- More than 150 vehicle specs / pricing will be available to MiDEAL members no later than January 30, 2006.
- A variety of sizes, makes and models are available through the contracts.
- All dealers are Michigan based.
- Ford, DaimlerChrysler, and General Motors are well represented with vehicle options.
- Patrol vehicles are available.

MiDEAL members have expressed great interest in seeing both the specs and the pricing on this one – we understand that it is greatly anticipated by eager buyers. Contract information will be immediately uploaded to the MiDEAL website when the contracts are executed.

Centers for Regional Excellence

Governor Granholm announced a plan to encourage collaboration and resource sharing among local governments. The Centers for Regional Excellence (CRE) program encourages communities to work together to share services, agencies, equipment, and employees. Grant funding is available for innovative projects that can serve as models for other collaborative efforts.

For more information, visit the CRE website at www.michigan.gov/cre.

DMB Services Spotlight: Mailing

In addition to cooperative purchasing, Michigan DMB extends an array of services to local units of governments. Like MiDEAL, all of them are voluntary and offer cost and time efficiencies.

One of these is a full range of manual and automated mail handling and processing services, including mail metering, mail presorting, and automated and manual mail processing.

For information, please contact DMB Mailing Services at 517/322-6469.

Member Corner

1) Annual Invoices

Invoices for annual membership fees accompany this newsletter. The annual fee will cover the 2006 calendar year. Last year, membership fees were reduced by 33% — these discounted fees remain the same for 2006 as well. Please take a few moments to complete the survey at the bottom of your invoice. Your feedback will help us improve the program, recruit new members, and market MiDEAL to vendors.

Thank you for your membership in MiDEAL, and for your active participation in the program.

2) Success Stories

We are looking for MiDEAL members to profile in marketing and outreach materials. If you are interested in becoming a MiDEAL celebrity, please call Sue Schweim at 517/373-6327.



MICHIGAN DELIVERING EXTENDED AGREEMENTS LOCALLY

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Congratulations to the cities, villages, townships, counties, road commissions, colleges, universities, non-profit hospitals, school districts, intermediate school districts, and authorities who save using MiDEAL.

Current Contracts for MiDEAL Members

<ul style="list-style-type: none"> Ammunition Blister Packages Body Armor Boots Breath Testers (PBT) Busses Cable — Voice & Data Calcium Magnesium Acetate (CMA) De-Icer Carpet Tiles and Adhesive Cellular Telephone Equip & Service Coal Computers Confidential Records Destruction Copiers Defibrillators Desktop Training Electrical Supplies Electric Lamps (Light Bulbs) Emergency Backup Services & Facilities Emergency Disposable Blankets Data & Comm Engineering & Design Services Envelopes, Unprinted Eyewear, Safety & Prescription Fabric Factory Hazardous Waste Disposal File Cabinets Fluivirin Influenza Virus Vaccine Food Food Catering Service Frames, Pedestal-Base Plate & Conventional Post Freight Services Fuel Card Services Fuel Oil, Gasoline & Diesel Fuel Fuses and Flares Gas, Liquid Propane Guardrail Beams & Parts Hardware & MRO Items Hazardous Waste Disposal Homeland Security Items Hospital Medical Supplies Janitorial & Industrial Supplies Laboratory Supplies Lawn & Garden Equipment Layettes/Car Seats Mailing Equipment Managed Records Retention Center 	<ul style="list-style-type: none"> Natural Gas Supply Management Office Equipment/Suppl Moving Office Supplies Open Space Office Furniture Pager Leasing & Service Paint & Baking Enamel for Paint Booth Paint Stripper Paint, Aerosol Marking Paper Tubes Paper Products – Disposable Personal Hygiene Products Pharmaceutical Distribution- Wholesaler Picnic Tables Plastic Ware (Cambro) Products Playground Equipment and Installation Plotter Media & Engineering Print Supplies Pork Products Power Supply, Ininterrupted Press, Platemaking & Composition Supplies Procurement Card Program Reflectorized Sheeting (for license plates) Removal & Disposal of Large Animal Carcass Rubbish Removal Safety Products, Miscellaneous Salt, General Salt, Bulk Rock, Sand, Ice Control Scan Equipment, Live Signs Snowmobile Trail Signs Speed Measurement Devices, Radar & Lidar Teeth, Artificial (Dentures) Telecomm Voice/Data Products & Services Telephone System – Electronic Key Systems Telephone System – PBX Phone Systems Tires & Tubes Touch Tone System Traffic Signal Devices and Parts Two-Way Radios Uniforms Vehicles-Passenger Vehicles-Patrol Vests, Safety High Visibility Video & Audio Surveillance Systems
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Links of Interest

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| Michigan Municipal League (MML) | www.mml.org — (734) 662-3246 |
| Michigan Township Association (MTA) | www.michigantownships.org — (517) 321-6467 |
| Michigan Association of Counties (MAC) | www.micounties.org — (517) 372-5374 |
| County Road Association of Michigan | www.micountyroads.org — (517) 482-1189 |
| Michigan Association of School Administrators | www.gomasa.org — (517) 327-5910 |
| Michigan Association of Intermediate School Admin | www.gomaisa.org — (517) 327-9260 |
| Michigan School Business Officials (MSBO) | www.msbo.org — (517) 327-5920 |
| Michigan Community College Association (MCCA) | www.mcca.org — (517) 372-4350 |
| President’s Council, State Universities of Michigan | www.pcsum.org — (517) 482-1563 |
| National Association of Educational Buyers (NAEB) | www.naeb.org — (443) 543-5540 |
| Michigan Centers for Regional Excellence (CRE) | www.michigan.gov/cre |

Have a link to add to our interest list? Please contact Sue Schweim at schweims@michigan.gov.