Unlocking the Contract Toolbox:

From Discovery to Delivery







Simplify procurement. Save time. Deliver results.









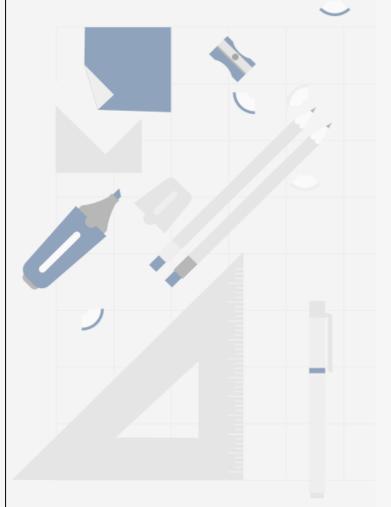












What is the Contract Toolbox?

- A collection of resources to support every stage of the contract lifecycle
- Each "tool" is built for a specific job.
- Helps you tighten loose ends, fix common issues, and streamline
- Keeps you equipped with the right forms, guides, and checklists

You have the tools you need, just pick the right one for the job!



Contract Toolbox Lifecycle: From Blueprint to Build.

Step 1 - Discovery: Laying the FoundationIdentify the need, define the scope, and gather input from stakeholders

Step 2 - Verify: Measuring TwiceConfirm the sourcing path, funding, and compliance requirements.

Step 3 - Compare: Selecting the Right ToolEvaluate vendors, pricing, and performance to determine the best value.

Step 4 - Comply: Securing the StructureComplete documentation, obtain approvals, and finalize the framework.

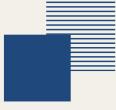
Step 5 - Delivery: From Tools to Results
Implement the contract, onboard vendors, and monitor performance.

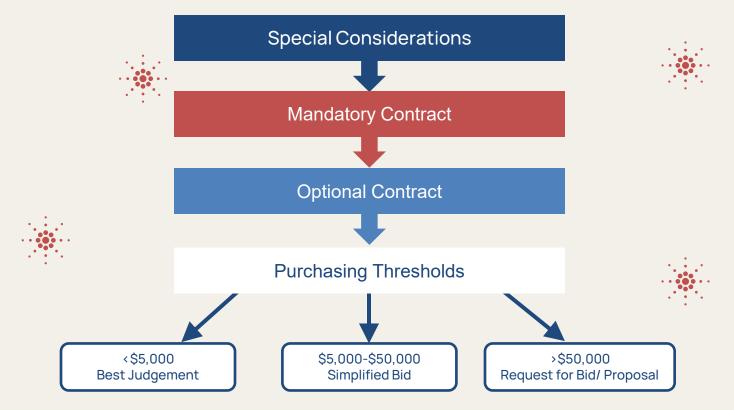


The best procurement is often one that is already done.



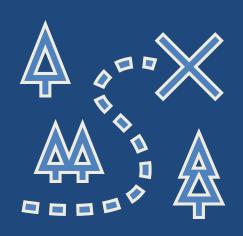
PROCESS OVERVIEW







Tip: Build a quickreference list of contract sources specific to what you use.



Step 1 – Discovery

Laying the Foundation

Locate and identify suitable existing contracts.

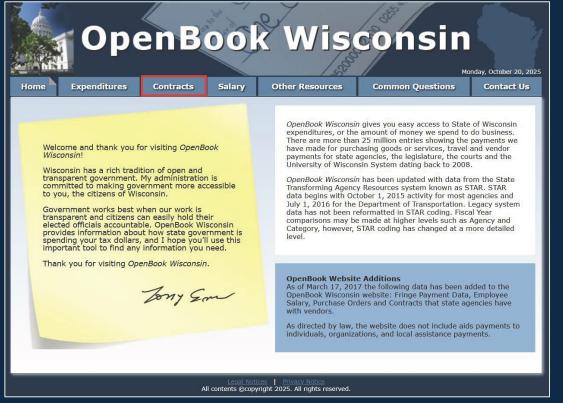
Key Tools:

- OpenBook Wisconsin
- STAR (Transactional Contracts)
- <u>VendorNet</u> (existing contracts)

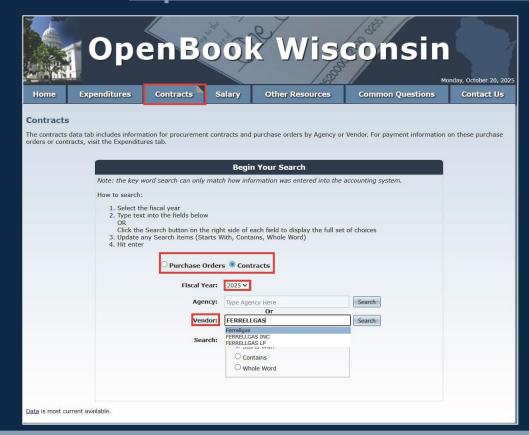
Broadening the Search:

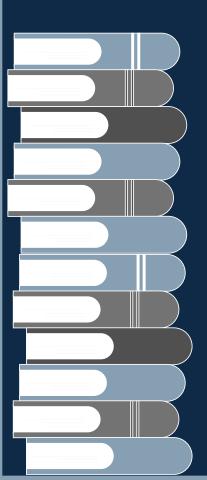
- Cooperative Purchasing (NASPO, MMCAP)
- Agency-Specific or DOT Drug Testing Contracts

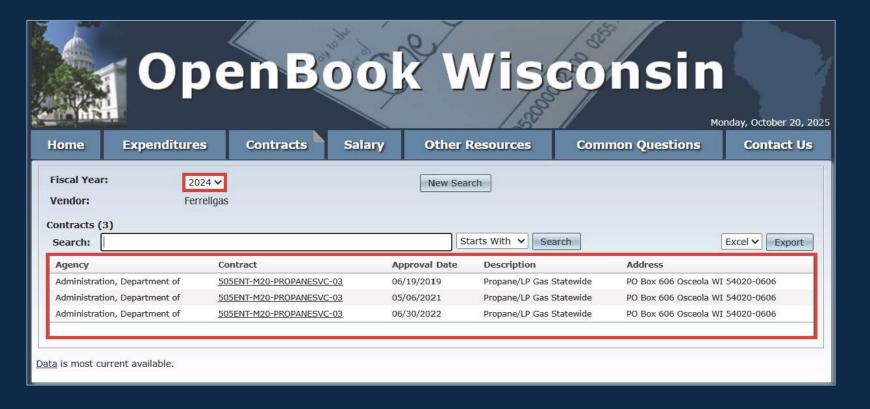




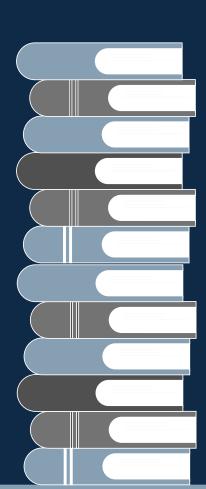














Finance & Procurement Ops ~ **STAR Inquiry** Procurement Center Announcements No Announcements Reporting Tools **Finance Center** STAR Approvals STAR Support







Procurement Center















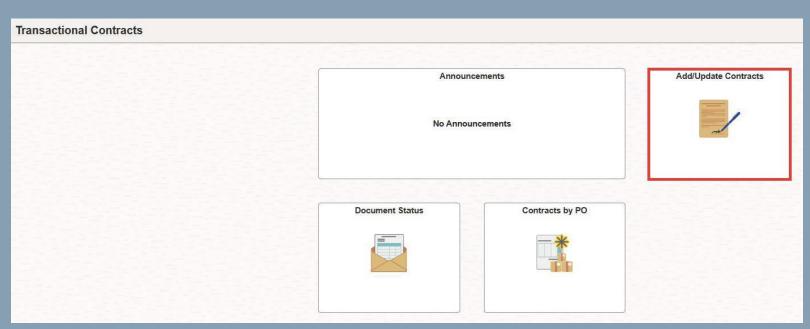


















Contract Entry			
Add a New Value			Q Find an Existing Value
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Style ID	Q		
*Contract Process Option Add	General Contract	•	
			4







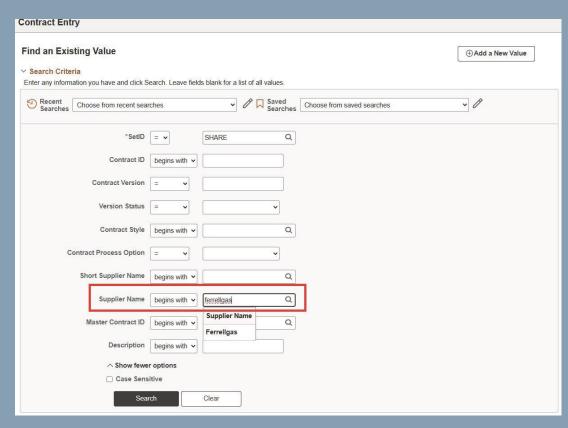
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Search Criteria		
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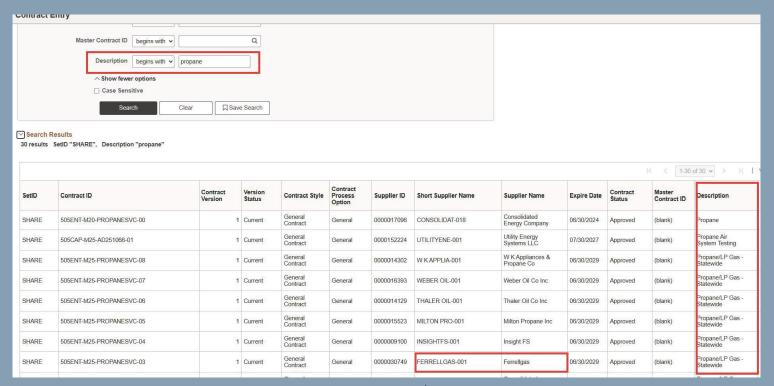




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SHARE	505ENT-M25-PROPANESVC-0	03	1	Current	General Contract	General	0000030749	FERRELLGAS-001	Ferrellgas	06/30/2029	Approved	(blank)	Propane/LP Gas - Statewide
SHARE	505ENT-M20-PROPANESVC-0	03	1	Current	General Contract	General	0000030749	FERRELLGAS-001	Ferrellgas	06/30/2024	Approved	(blank)	Propane/LP Gas Statewide









Access procurement information:

- Download required forms
- Search bids and contracts
- Post contracts







/endorNet Registra	tion Bids Contracts NIGP Codes	Forms General Procurement	FAQ Contact Us Login
earch Contracts			
Keyword or Number			
Agency			
NIGP			
Supplier			
	ggyback O Yes O No ® Both	Cooperative Purchase PCard	○ Yes ○ No ◎ Both ○ Yes ○ No ◎ Both
Contract Number	Title	Agency	Start Date
MMCAP OVERVIEW & CONTRACT DIRECTORY	MMCAP OVERVIEW & CONTRACT DIRECTORY	ADMINISTRATION, DE	PT OF 1/1/2098
UWMIL-2026-4613- Goodsup	Athletic Apparel, Footwear, and Equipment	UW MILWAUKEE	7/1/2026
435500-O25-CONCRTSVC- 00	Concrete Services	HEALTH SERVICES, D	EPT OF 1/1/2026
505CAP-M25-AD251095-01	Stack Emission Testing Services	ADMINISTRATION, DE	PT OF 12/1/2025



endorNet Registr	ration Bids Contracts	NIGP Codes Fo	rms General Procurement	FAQ Contact	Us Login
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Agency					
NIGP					
Supplier F6	errellgas				
	Piggyback O Yes O No Bo	th	Cooperative Purchase	O Yes O No Both	
Mandatory	/ Purchase O Yes O No Bo	th	PCard	O Yes O No ● Both	
lit Enter to Search					
Contract Number	Title		Agency		Start Date
505ENT-M25- PROPANESVC-00	Propane/LP Gas - Statewide		ADMINISTRATION, DE	PT OF	7/1/2024
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t Enter to Search	andatory Pui	chase O Ye	s O No Bc		ive Maintenanc	PCard Agency	O Yes O	No Both Start	t Date /2024
t Enter to Search	r 251066-01	Title Propane Ai Inspection	s O No Bc	oth Testing & Preventati	ive Maintenanc	PCard Agency	O Yes O	No Both Start	/2024

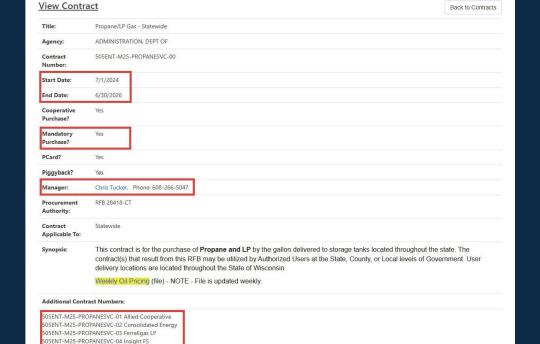
Forms General Procurement FAQ

NIGP Codes

Registration

505ENT-M25-PROPANESVC-05 MILTON PROPANE 505ENT-M25-PROPANESVC-06 Thaler Oil Co., Inc. 505ENT-M25-PROPANESVC-07 Weber Oil Company 505ENT-M25-PROPANESVC-08 WK Appliances. Inc.

Contracts







DISCOVERY: Broadening the Search NASPO & MMCAP

- Access a wider range of pre-negotiated contracts.
- Benefit from volume pricing and shared expertise.
- Streamline sourcing while ensuring compliance and quality.







DISCOVERY: NASPO



- o What is NASPO?
- o Wisconsin's Role
- Impact & Benefits







NASPO: What is NASPO?



- National Association of State Procurement Officials (NASPO) is a nonprofit with procurement officials from all 50 states, D.C., and territories.
- Promotes public procurement excellence through collaboration, education, and shared resources.



 Oversees NASPO ValuePoint — the nation's largest public cooperative purchasing program.







NASPO: Wisconsin's Role



Wisconsin participates in multiple NASPO ValuePoint cooperative contracts to achieve cost savings and efficiencies.

 Appropriate sections evaluate NASPO contracts to ensure alignment with state statutes and agency needs.



- Serve on NASPO committees and working groups to help shape best practices nationwide.
- Leverage NASPO's market research and sourcing expertise for upcoming statewide solicitations.







NASPO: The Impact & Benefits





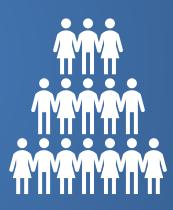
Reduces administrative burden by eliminating the need for repetitive solicitations

- Expands access to national pricing and vendor competition.
- Promotes consistency, transparency, and accountability.
- Fosters collaboration and innovation across states.
- Drives hundreds of millions in cost savings and efficiencies.
- Advances small and diverse business participation.
- Offers training and certifications through NASPO's Procurement U.
- Streamlines contract management with standardized tools.



DISCOVERY: MMCAP •••••

- What is MMCAP?
- Wisconsin's Role
- Impact & Benefits





DISCOVERY: What is MMCAP?





- Operated by the Minnesota Department of Administration, Office of State Procurement.
- Provides access to competitively awarded contracts for pharmaceuticals, medical supplies, and related services.





DISCOVERY: Wisconsin's Role

 Participating state agencies, universities, correctional facilities, veterans' homes, public health departments, and other qualifying entities.



 Wisconsin agencies participate through the Department of Administration (DOA) to access group-negotiated pricing.



State contact and Pharmacy Contact attend the national members conference each year in March/April.

DISCOVERY: Impact & Benefits

- Harnesses the purchasing power of 13,000+ members nationwide.
- Delivers cost savings on healthcare and lab supplies.



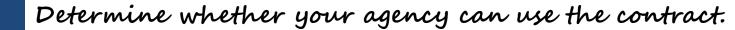


- Reduces admin effort with pre-competed, easy-to-use contracts.
- Supports agency needs for drug testing, vaccines, and pharmacy services.



Step 2 – Verify

Measuring Twice





- Mandatory (M): Required for agencies/campuses.
- Optional (O): Convenience use; not required.

Reminder: Always check limitations and prohibited uses.

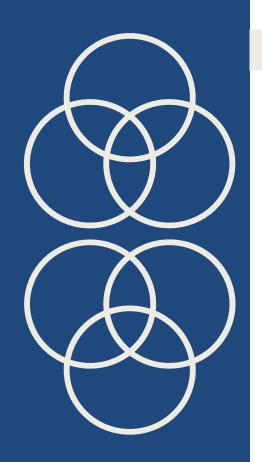




Limitations and prohibited Uses







Step 3 — Compare

Selecting the Right Tool

Ensure alignment between agency needs and contract coverage.

- Define specific requirements, deliverables, and timelines.
- Review contract scope (what's included / excluded).

Example: Staples and certain products you may <u>THINK</u> you would go to them for, but not so fast!



What is the Fit?

Full Fit



Proceed

Partial Fit



No Fit



New Solicitation

Tip: Maintain a reference sheet of which forms and signatures are required for each scenario.

Step 4 – Comply

Securing the Structure



Common Approval Tools:

- Business Case Exception (BCE)
- Waiver
- Piggyback Agreements

Before you use an existing contract, ensure all administrative and legal requirements are met.



COMPLY:

Business Case Exception

A Business Case Exception (BCE) is a formal request submitted by a State agency seeking approval to be exempt from using a mandatory statewide contract for a specific good or service.



COMPLY:Business Case Exception

e best

Purpose: Used when a mandatory contract is not in the best interest of the State.

Approval: Requires DOA Contract Manager approval.

Scope: Applies to a single, specific purchase or contract instance.

Justification: A Business Case Exception (BCE) may be requested for reasons such as:

- More favorable pricing
- Inability of the contract to meet agency needs
- Product or system compatibility requirements
- No qualified vendors available



STATE OF WISCONSIN	T
DEPARTMENT OF ADMINISTRATION	
DOA-3046 (R07/2025)	
S. 16.72 WIS. STATS	

2. Why are these goods or services needed?



101 EAST WILSON STREET, 6TH FLOOR

Request for Purchasing Authority (RPA)

Instructions: Attach the completed form to the online RPA request at https://rpa.wi.gov. Unless otherwise noted, complete

section 1: Genera	I Information								
Agency Requesting	RPA:					Agency	Business	Unit Numbe	r:
	Noncompetiti	ive (Sole Sourc	·a)	- 10	Lenal	Service	9		
RPA Type (Check one only)	hook one only) General walver				Collective Purchase (sections 1, 2,			1 5	
(Crieck one only)	2 and 8)		Collective Purchase (sections 1, 2, 4 at			anu s)			
RPA Title									
RPA Number ((Age	ency Prefix (2 alph	ia) FY Code (1	alpha) Number	(4))					
Agency Program Contact Name: Phone Num			nber: E-Ma		E-Mail	ail Address:			
Contract Start and	Contract Start and End Dates: Renewals:				Total Spend (Contract Term and Ren			ewals):	
Vendor Name ("Multiple" if General Waiver)			Vendor Address	3 ("Mu	ultiple" is	Genera	l Waiver)		
NIGP Code(s):			Funding (e.g. SI	EG, G	PR, etc):			
The undersigned ce	tification is based	est for approva	gh and complete a	analys	is of thi	s reques	st. The und	lersigned als	60
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COMPLY: Waiver

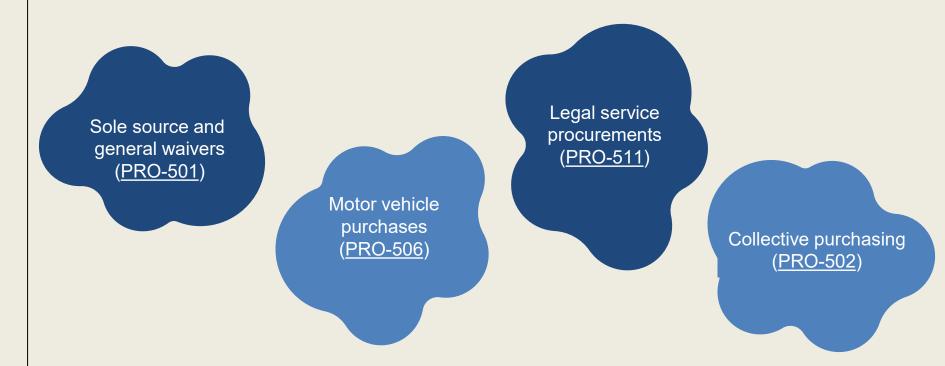
Request for Purchasing Authority (RPA)

DOA-3046



COMPLY: Waiver

An RPA must be submitted in the following situations:





Piggyback

STATE OF WISCONSIN DEPARTMENT OF ADMINISTRATION DOA-3047 (R 10/2014) S. 16.71 WIS. STATS STATE BUREAU OF PROCUREMENT 101 EAST WILSON STREET, 6™FLOOR P. O. BOX 7867 MADISON, WI 53707-7867

Piggybacking Data Plan

Instructions: Send the completed form via e-mail to: doadlprocplan@wisconsin.gov								
Agency Requesting Piggyback:								
Agency Contact:								
Phone Number:	E-Mail Address:							
Commodity/Service Procured:								
Commodity Code: Estimated Annual Spend: \$								
Vendor Name: FEIN:								
Contract Effective Dates:								
Request for Bid/Proposal Number:		Contract Number:						
Number of Bids/Proposals Received:		Date of Award:						
Have you validated that the vendor is not in the			_		_			
Certification for Collection of Sales and Use Tax Ineligible Vendor Directory?								
Wisconsin Office of Contract Compliance Ineligible Vendor Directory?								
Brief description of commodity/service to be purchased:								
Description of the scope of the original procurement and how it corresponds to this procurement:								
What research have you done to ensure the contract pricing is competitive? (PRO-D-29, Section I.A.):								
Trial resourch have you done to endure the contract pricing is competitive? (FNO-D-23, Section I.A.).								
Impact, if any, on any new minority business enterprise, disabled veteran-owned business or work center:								

This document can be made available in alternate formats to individuals with disabilities upon request.



Form <u>DOA-3047</u>

For use by campuses only.



Piggyback DOA-3831

STATE OF WISCONSIN DEPARTMENT OF ADMINISTRATION DOA-3831 (R06/2022) S. 16.71 WIS. STATS



STATE BUREAU OF PROCUREMENT 101 EAST WILSON STREET, 6TH FLOOR P. O. BOX 7867 MADISON, WI 53707-7867

STAR Piggybacking Request

STAR Figgybacking Reduest							
Instructions: Send the completed form via e-mail to: doadlprocplan@wiscons in.qov							
Section 1: Agency Requesting Piggyback							
Agency Requesting Piggyback: Agency Business Unit Number:							
Agency Contact Name: Phone Number: E-Mail Address:							
My agency has no	tified the Originating/Con	tractin	α Δαρι	cy identifie	l in Secti	ion 2 helow that we into	and to use their
contract and they		inaciii	g Agei	icy identilie	3 III OCCII	ion 2 below that we mit	sna to ase their
Section 2: Originating/Contracting Agency							
Originating/Contracting Agency: Agency Business Unit Number:							
Originating/Contracting	g Agency Contact Name:	F	Phone	Number:	E-Mail	Address:	
Section 3: Contract Information							
Contract Number		Suppl	ier Nar	ne			Supplier ID Number
Commodity/Service C	odes:				Estim	ated Annual Spend:	\$
Is the purchase of software included in this request? If "yes", complete Section 5 below. Yes No N/A							
Section 4: Eligibility Check							
My agency has validated the following, in compliance with the requirements of the State Procurement Manual, PRO-502.							
Contract is Open	Contract Effective Date	s:				Renewal Options:	
Competitively Bid Request for Bid/Proposal Number:							
Supplier(s) is/are not on the Certification for Collection of Sales and Use Tax Ineligible Vendor Directory							
Supplier(s) is/are not on the Contract Compliance Ineligible Vendor Directory							
Impact, if any, on any minority business enterprise, disabled veteran-owned business or work center:							



Section 5: Large, High-Risk IT Contract (Agencies Only; N/A for UW Campuses)

As required by §16.973(10) and (13), Wis. Stats, contracts involving a large, high-risk IT project as defined by the Division of Enterprise Technology must include certain contractual terms and controls. Further, contracts (including participating addendums, engagement agreements, statements of work or purchase orders) agencies enter into solely for the purpose of supporting or servicing a large, high-risk IT project are subject to review and approval by DOA.

My agency has reviewed PRO-508, Information Technology (IT) and Telecommunications Procurements and PIM 22-001 Large, High-Risk Contract Review and Approval Process and will adhere to all required policies and procedures contained therein.

Section 6: Software Purchase Impact on STAR System

State agency software purchases must be compliant with the STAR Software Purchasing Policy (see PIM 17-001 and additional reference material attached therein). Please complete Section 6 for software purchases and include a technical contact that can be reached for questions related to your agency's request.

Agency Technical Contact Name: Phone Number: E-Mail Address:

My agency has reviewed the in-scope modules of the STAR System and we do not consider the requested software to overlap or conflict with system functionality.

My agency has reviewed the in-scope modules of the STAR System and the requested software does appear to overlap or conflict, in whole or in part, with system functionality. We hereby request that approval be granted to make the purchase.

Provide a rationale for approval of the request where there appears to be a conflict or overlap with the STAR System:



Resources Sect. 5 & 6: SS 16.973 (10) (13) PRO-508 PIM 22-001 PIM 17-001

Request Approved: Date: Approved By (Initial): If UW, STAR Contract Number Assigned: Yes No Date: Approved By (Initial): If UW, STAR Contract Number Assigned:



Piggyback

Resources

VendorNet:

- Forms <u>DOA-3047</u> and <u>DOA-3831</u>
- Contract Research
- General Procurement > <u>Certification for Collection of Sales and Use Tax</u>,
 WI Office of Contract Compliance <u>Eliqible</u>/<u>Ineliqible</u> Vendor Directory



 PRO-502, Collaborative Contracting: Piggybacking and the Use of Contracts with Other Authorities

Questions:

DOADLProcplan@wisconsin.gov







Step 5 – Delivery



From Tools to Results

Implement the contract, onboard vendors & monitor performance.

Steps:

- Finalize and execute agreements.
- Create Transactional Contract as needed. (Piggyback/Waiver/BCE).
- Issue Statement of Work (SOW).
- Issue Purchase Order (PO).
- Post Procurement Authority on VendorNet (agency) or ShopUW+ (campus).

Performance:

- Maintain open communication with vendor and end users.
- Monitor vendor Performance vs. Expectations.
- Create strong partnerships for successful contract delivery.

Build partnerships that last.







Resources and Assistance



Where to Find Help:

- VendorNet
- NASPO
- MMCAP
- WisPro Help Desk email (<u>DOAWisPro@wisconsin.gov</u>)
- OpenBook Wisconsin

Contact:

- Chris Tucker <u>chris.tucker@wisconsin.gov</u>
- Stacia Buttchen <u>stacia.buttchen@wisconsin.gov</u>
- Jeannie McCarville jeannie.mccarville2@wisconsin.gov





Questions?

November 13, 2025: 9:30 am – 11:45 am					
	Workshop A		Workshop B		
Breakout Session 1 9:30 – 10:30 am	Building Trust Through Contracts, Code, ar	nd Supply Chains	WisPro: How Can We Help You?		
10:30 – 10:45 am Break					
	Workshop A	Wo	Workshop B Workshop C		
Breakout Session 2 10:45 – 11:45 am	IT Software / Subscription Terms	_	ontract Toolbox: From ry to Delivery	STAR Analytics	









Thank you!



Keep building better contracts, one tool at a time!







