

SRPEDD

Southeastern Regional Planning and Economic Development District



# Elevating Municipal Partnerships: New Tools and Resources Conference

## Regionalization of Services

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Ross Perry, Director of Municipal Partnerships, CPO  
Southeastern Regional Planning & Economic  
Development District (SRPEDD)



# Popular Demand

- Multiple Fire Depts. mentioned raising cost for EMS supplies
- First year group bid covered 300+ items and the demand of 12 depts.
- Second year group bid covered 336 items and 25 depts.
- Third year bid covered 1500+ items and 116 communities with partnership with CMRPC
- Forth year bid covered 1500+ items and up to 188 depts. with partnership with CMRPC, HCOG and MAPC



# EMS Supplies Group Bid

- EMS supplies categories:
  - Airway Management
  - Bandages / Wound Care
  - Cardiology Supplies
  - Diagnostic Supplies
  - Immobilization Supplies
  - Infection Control
  - Intravenous Supplies
  - Medications
  - Patient Handling
  - Equipment Bags / Kits



# EMS Supplies Group Bid

- Terms
  - Free delivery
  - No minimum order quantity
  - No central stocking
  - Next day delivery, pending availability
  - Return credit for medications about to expire
  - Vendors pays RPA 1% of sales to cover program administration



# Benefits

- Savings
  - The bid prices represent discounts of 26% to 83% compared to online individual prices.
- Reduce purchasing effort
  - RPA handles all Chapter 30B Procurement effort
  - One purchasing effort versus a potential of 188 individual efforts
- Follow on effort
  - Negotiated with winning vendors new price for Narcan (Naloxone) in 2ml Luer Jet prefilled syringes for \$38 per dose. Compared to market prices as high as \$168/dose



# Lessons

- Convincing depts. to buy off the contract and potentially change vendors is not trivial
- Non winning vendors will attempt to match contract prices and sell direct
- These actions can diminish future group bids



# Power to the People

- Community Electricity Aggregation (CEA)
- Authorized in 1997 by M.G.L Chapt. 164, Sec. 134 for Selectmen / Mayor to negotiate electricity for all residents
  - Create purchasing power by combining all basic service accounts in to single purchasing block
  - SRPEDD has spent the last 23 months working with our communities and has created a ‘super’ purchasing block of 23 communities cover 201,000 households
    - For any politicians in the room, this represents over 355,000 registered voters



# Program Goals

- Goals
  - Reduce electricity generation cost for residential and small business accounts
  - Obtain fixed price to improve budgeting
  - Offer community choice for amount of green energy sourced





# Program Results

- Results from 11/10/15 bid opening
  - Electricity rate of .0949/kWh
    - Compared with:
      - National Grid at .131/kWh 28% savings on generation cost
      - Eversource at .108/kWh 12% “ “ “ “
    - 24 month term, fixed price
    - Each account can choose an additional 5% of green energy for an extra cost of .0028/KWh
    - Accounts continue to receive same service from LDC
    - 30 day Opt-out period, plus terminate contract at any time w/o penalty



# Benefits

- \$90 per year savings for average residential account
  - More for National Grid customers
  - Less for Eversource customers
- \$790,000 per average community (8800 HH)
- \$14,700,000 regional savings each year  
= Economic Stimulus



# Lessons

- Pick an Aggregator with experience and high level of support
- Plan on multiple meetings in each community to promote the Aggregation program.
- Public outreach and education start early in the process, not just during the 'opt-out' period
- Develop local and political support
- Our documents and process may result in faster approval times in the future