



City of Burleson & Amazon Prime Business

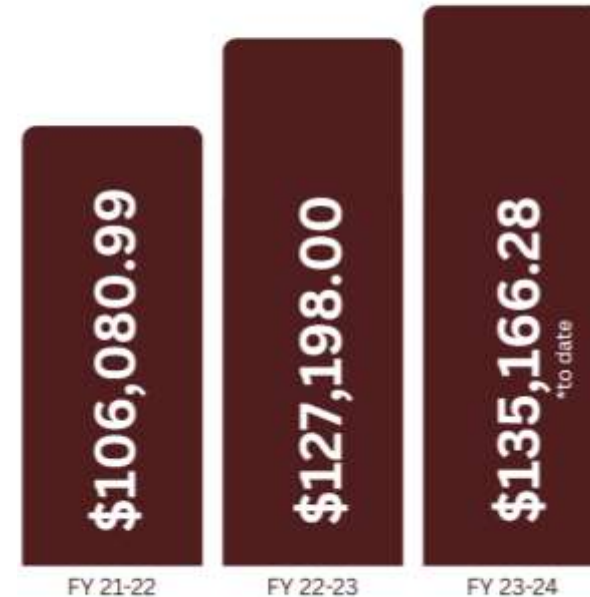
CITY COUNCIL

SEPTEMBER 23, 2024

Background

- The City of Burleson has leveraged a cooperative contract with Omnia Partners for the purchase of goods from Amazon Marketplace since 2019
- Multiple cities leverage cooperative contracts for Amazon Marketplace including the City of Fort Worth, City of Grand Prairie, and City of Arlington)
- Citywide spend with Amazon has steadily increased year over year. As a result, spend with other retailers has decreased (such as Office Depot and Staples)

Annual Amazon Spend



Purchasing Cooperative Overview

- State law allows Cooperative Purchasing Agreements to satisfy the need for competitive bidding, streamlining the procurement process
- The Choice Partners cooperative contract was competitively bid by a Texas local government entity, ensuring compliance and favorable terms
- While the City previously leveraged the Omnia cooperative contract, the transition to Choice Partners offers identical pricing in addition to a 0.25% rebate on all purchases
- Choice Partners does not require the City to self-report purchases in order to receive the rebate. This is done automatically by Amazon

Amazon Prime Business Benefits

- Departments can search for items, compare prices across multiple marketplaces, and view quotes from various sellers to ensure competitive pricing
- Built-in policy and approval workflows for added security and authorization, reducing the risk of misappropriation
- Establish policies to automatically prioritize **local**, small, and diverse sellers
 - Organizational settings are customizable by the Purchasing Division, allowing us to highlight and guide staff to products from sellers in our city, county, and state
- Free same-day, one-day, or two-day shipping ensures quick delivery, reducing downtime and minimizing costly last-minute purchases
- Gain insights into spending patterns with detailed analytics and reporting tools

City Council Requested Action

Approval a Cooperative Purchase Agreement for the purchase of products and services from Amazon Marketplace through the cooperative contract with Choice Partners in the amount of \$175,000.00 for the fiscal year 2024-2025.