

# FAQs



Procuring Tremco Roofing  
Materials and WTI  
Construction Services  
in Ohio through OCEPC



## Cooperative Contracts

TRUST IN EXPERIENCE. STRENGTH IN NUMBERS.



## PROCURING TREMCO ROOFING MATERIALS AND WTI CONSTRUCTION SERVICES IN OHIO THROUGH OCEPC

*Cooperative Purchasing Contract Provides Turnkey  
Roofing & Building Maintenance For School,  
Government, and Public Entities in Ohio*

In Ohio, schools, government and other public entities can procure roofing materials and services from Tremco and WTI (Weatherproofing Technologies, Inc.) through a pre-competited national cooperative purchasing contract which was nationally bid and locally awarded by the Association of

Educational Purchasing Agencies (AEPA) in accordance with Ohio's specific legal requirements. The contract is facilitated by OCEPC (Ohio Council of Educational Purchasing Consortia), which is the AEPA state agency for Ohio.

# FAQs

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### How does cooperative purchasing work in Ohio?

**Ohio Revised Code 167.081 states:**

“A regional council may enter into a contract that establishes a unit price for, and provides upon a per unit basis, materials, labor, services, overhead, profit, and associated expenses for the repair, enlargement, improvement, or demolition of a building or structure if the contract is awarded pursuant to a competitive bidding procedure of a county, municipal corporation, or township or a special district, school district, or other political subdivision that is a council member; a statewide consortium of which the council is a member; or a multistate consortium of which the council is a member.”

This in turn allows the public agency to choose to procure their products, services, or materials through a pre-competited cooperative purchasing contract while simplifying and expediting their roofing and building maintenance projects, ensuring quality, compliance and budget predictability, via AEPA/OCEPC Contract #IFB -017-F with WTI.

## Q

### Who is OCEPC?



The **Ohio Council of Educational Purchasing Consortia** is a cooperative purchasing consortium, as well as a member of AEPA. OCEPC has awarded a Roofing and Related Services contract to WTI, a subsidiary of Tremco Incorporated, known for its integrated roofing and building envelope repair, restoration and maintenance services. Although owners have several methods of delivery to choose from, such as traditional bid, they can elect to purchase material and installation from WTI through the OCEPC contract by legal statute referenced above.

There are six educational purchasing cooperatives in Ohio that are members of OCEPC. The programs offered by each cooperative vary per the member district needs. For the member cooperative purchasing agency in your area, please visit [www.ocepc.org](http://www.ocepc.org).



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### Who Is AEPA?



The **Association of Educational Purchasing Agencies** ([www.aepacoop.org](http://www.aepacoop.org)) is a multi-state non-profit organization made up of Educational Service Agencies/political subdivisions organized through a Memorandum of Understanding between 26 participating states. AEPA contracts are bid competitively and tailored to meet each member state's specific legal requirements. The bidding and purchasing process is streamlined through a single locally and nationally recognized purchasing solicitation.

AEPA conducts bi-annual meetings where bid responses are reviewed and evaluated by all AEPA member agencies. Once bids are approved for award by AEPA, each AEPA member state selects contracts they feel will best help their respective states. Contracts are typically awarded for one base year, with options to renew for three additional years.

# Q

### What are the benefits of local cooperative purchasing?

Cooperative purchasing contracts are a widely-used delivery method for roofing and building envelope projects nationwide. This approach adheres to the legal requirements specific to public works projects while offering greater control with a streamlined, yet thorough, procurement process. Thousands of education, healthcare, government and non-profit customers have worked with WTI via an AEPA cooperative purchasing contract throughout the United States for the following reasons:

- ✦ Turnkey solutions for roof repair, maintenance, restoration and replacement, including installation oversight and a parapet to parapet warranty
- ✦ Ability to procure roofing and building envelope solutions and maintenance services through a pre-competited solicitation
- ✦ Ability to secure material only solutions
- ✦ Proven and experienced contractors and sub-contractors
- ✦ Lower costs with guaranteed maximum pricing to eliminate surprises and realize fewer change orders
- ✦ Procurement through a nationally bid contract awarded by a local, Ohio-based cooperative, rather than an out of state cooperative like so many other cooperative purchasing options

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### Who awarded the contract?

The contract was nationally bid by the AEPA and locally awarded by OCEPC. As a national cooperative for education purchasing with agencies in 26 states, AEPA contracts are competitively bid per each member state's specific legal requirements, and administered by agencies within that state.

## Q

### Does my organization need to be a member of OCEPC to use this contract?

YES.  
Membership information can be found online at [www.ocepc.org](http://www.ocepc.org). It is a simple process to join. Most Ohio schools are already a member of one of the six Ohio/OCEPC cooperatives.

## Q

### Is this a state contract?

NO.  
A state contract is awarded by the State of Ohio. This contract was awarded by the OCEPC (Ohio Council of Educational Purchasing Consortia) which is established under Ohio Revised Code 167.081. This allows a member public agency to procure their products, services or materials through the OCEPC's pre-competed cooperative contract.

## Q

### Is it legal?

YES.  
As outlined above, Ohio Revised Code section 167.081 grants authority of a regional council to contract on a per unit basis.

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### Was it publicly and competitively bid?

YES.  
Please visit [www.aepacoop.org](http://www.aepacoop.org) for bid documents.

# Q

### What is the contract term?

OCEPC awarded WTI's contract January 1, 2017. The initial term is through February 28, 2018, with contract extensions possible through February 2021.

# Q

### What are the advantages of using a cooperative contract?

Using a cooperative contract will save members time and money required to issue their own bid. It allows the job to start faster because a member does not need to advertise for several weeks and then evaluate bid responses, allowing a project to start in as little as 2-4 weeks. It also brings only quality contractors and subcontractors to the job and eliminates most change orders that typically occur on traditionally bid jobs.

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### Will I save money?

YES.  
In most cases, you will save the time and expense of conducting your own bid. You will greatly minimize contractor initiated change orders that add to the cost of a low bid, while providing members a quality job by a quality contractor.

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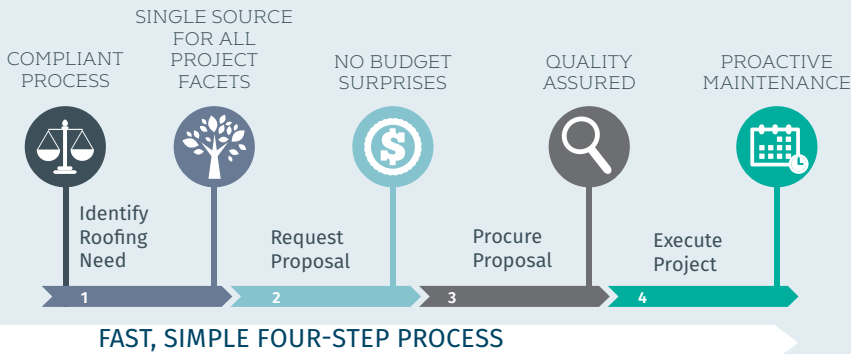


## Why would I use this program as opposed to traditional bidding?

The traditional bid process takes longer than cooperative contract procurement and may require resources that are unavailable locally. Bids require detailed specifications and expert evaluation of submitted bids to determine which bidder meets the criteria established in the bid documents. Low bids without evaluating responsibility and responsiveness may result in awards to poor performing contractors, shortcuts and change orders. **See graphic below.**

### The Cooperative Purchasing Process Advantage

#### CONSTRUCTION PROCESS USING A COOPERATIVE CONTRACT

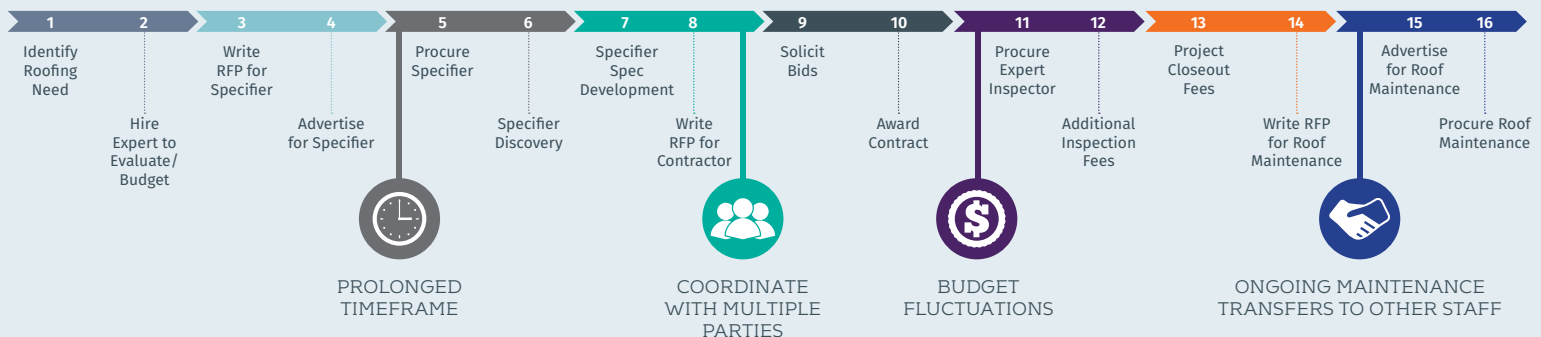


#### Roofing and Building Envelope Repair and Restoration is Faster, Simpler and Better through Cooperative Purchasing.

Because the agreement has already been competitively solicited and publicly awarded by a lead agency, you'll save significant time and money by reducing the administrative burden of the contracting process.

#### TRADITIONAL CONSTRUCTION PROCESS

##### LENGTHY MULTI-STEP PROCESS





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**Can I use any manufacturer or do I have to use Tremco products?**

YES.

You may use materials from other manufacturers. Almost any roofing system manufacturer is available under the contract with WTI. WTI uses certified roofing subcontractors for installation that are certified by each manufacturer and WTI.

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**Which subcontractors are approved?**

WTI can provide a listing of all approved local subcontractors. WTI has very strict certification and performance requirements for contractors. This guarantees that the customer will receive quality workmanship that WTI will stand behind.

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**Are prevailing wages paid?**

YES.

Where required by the customer or state.

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**Are permits included?**

YES.

WTI and their subcontractors are responsible for securing all permits as required by law.

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**Are bonds required?**

YES.

Performance and payment bonds are required for all labor performed and materials furnished in carrying forward, performing, or completing a contract for construction, demolition, alteration, repair and reconstruction of any public improvement. WTI secures the bonds.

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**How many schools and other public entities have worked with WTI via the AEPA contract?**

WTI has completed over 4,000 projects nationally under cooperative contracts without contractor-initiated change orders, complaints, or reported audit citations.

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**Is there a reference list of those who have used the contract?**

YES.

WTI would be glad to provide a complete reference list. Please email [educationsolutions@tremcoinc.com](mailto:educationsolutions@tremcoinc.com).

## Q

**What are the next steps?**

- 1 Become a member of OCEPC. Visit [www.ocepc.org](http://www.ocepc.org) and click on "Membership." Most Ohio schools are already a member of one of the six Ohio/OCEPC cooperatives.
- 2 Work with your Tremco representative on delivery method and scope development.
- 3 Host a job walk conducted by your Tremco representative.
- 4 Review and approve a submitted line item proposal based on the line item price schedule approved by OCEPC.
- 5 Issue a "Notice to Proceed."
- 6 WTI manages every aspect of the project including facility coordination and providing the customer with real time information throughout.



## THE POWER COUPLE: TREMCO ROOFING AND WTI

*As a manufacturer of roofing materials since 1928,* Tremco Roofing and Building Maintenance offers a breadth and depth of roofing systems for every environment, and the technical know-how to solve our customers' biggest problems. And because our affiliate services company WTI offers turnkey maintenance, repair, roof management and general contracting services for the entire building envelope, we have the unique ability to provide a total solution to maximize building performance and

our customers' return on investment. For almost two decades, Tremco Roofing and WTI have been providing AEPA members with unique facility asset management solutions designed to reduce your roofing and building envelope life-cycle costs, while improving building performance. Expedited contract procurement and our comprehensive start-to-finish project management capabilities allow you to concentrate on your daily responsibilities while WTI takes the responsibility for ensuring a safe, dry, comfortable environment.

*PLEASE NOTE: It is the responsibility of the purchasing entity to seek their own legal advice regarding the use of cooperative purchasing.*



## LEARN MORE



To learn more about procuring Tremco Roofing and High Performance Building Solutions through OCEPC, please:

VISIT [ocepc.org](http://ocepc.org)

CALL 888.657.7752

EMAIL [educationsolutions@tremcoinc.com](mailto:educationsolutions@tremcoinc.com)

