

Purchasing Made Easy

Smart Buy

PURCHASING PROGRAM

FIELDTURF • BEYNON • ATLAS SPORTS SURFACES



THE ULTIMATE
SURFACE EXPERIENCE

Purchasing Made Easy



School and municipal improvement projects can be a very long and costly process, with many unforeseen delays. Organizations have to go through the hassle of advertising, investigating, obtaining designs, writing specifications, conducting bid meetings and dealing with potentially inexperienced contractors all while managing and coordinating the installation process. Due to the countless steps associated with the bid process it is not unusual for six months to go by before even breaking ground on a facility improvement project.

Our objective has always been to make the best sports surfaces in the world, but also to improve the purchasing process. With that in mind, we are proud to introduce The SmartBuy Purchasing Program. This program encompasses the highest quality sports surfacing products in the industry from FieldTurf, Beynon and Atlas Sports Surfaces. Whether it be artificial turf, running tracks, or court surfaces, it has never been as simple or cost-effective to obtain the highest quality sports surfacing products.

Hundreds of organizations have chosen to purchase through one of the cooperatives under the SmartBuy Purchasing Program because it:

- Simplifies the ordering process
- Prevents duplication of the bid process
- Carries the industry's best products
- Guarantees the 'Best Value'
- Satisfies bid laws in many states
- Provides owner with project control
- Provides Turnkey Product Solutions

TRADITIONAL BID PROCESS VS. SMARTBUY PURCHASING PROCESS

	Bid Method	Smart Buy Purchasing Program
Step 1	Research contractors	Contact FieldTurf, Beynon or Atlas
Step 2	Interview contractors	Site evaluation completed & quote issued to owner
Step 3	Select contractors	Owner issues a Purchase Order
Step 4	Write out specs with contractors	Construction begins
Step 5	Obtain final designs	
Step 6	Advertise bid meeting	
Step 7	Arrange for bid meeting	
Step 8	Collect bids	
Step 9	Review bids with bid committee	
Step 10	Investigate manufacturers	
Step 11	Bid acceptance	
Step 12	Coordinate installation process	
Step 13	Construction begins	

There are several different cooperative purchasing programs under the SmartBuy umbrella.

1 Atlas Cooperative Purchasing Program

The Atlas Cooperative Purchasing Program is comprised of multiple Cooperative Purchasing Agencies, such as The Association of Educational Purchasing Agencies (AEP), The Cooperative Purchasing Network (TCPN), and BuyBoard. Through these cooperatives, customers can purchase FieldTurf, running tracks and tennis/ basketball courts across the U.S. on previously bid contracts with preferential pricing. Turnkey solutions are available with these co-ops through the alternative costing method.

Over 100 customers have used this method to purchase their sports surface(s). Finding strength in numbers, the cooperative purchasing contracts unite schools and municipalities from around the country, helping each one of them save valuable time and money for facility enhancement projects. They work on the organization's behalf to secure multistate volume purchasing contracts. These contracts provide measurable and cost effective benefits.

- Gain access to the most experienced professionals in the industry
- Pre-determined preferential pricing



"Using the SmartBuy Purchasing Program was a big time saver for our staff. We did not have to use our time to write specifications and do all the extra research. We got the Atlas running track and FieldTurf field we wanted and saved time."

Janice Essenberg - Director of Administrative Services, David Douglas School District



2 General Services Administration (GSA)

The U.S. General Services Administration has awarded a contract to both FieldTurf USA Inc. and Atlas Track, Inc. under the category of recreational and athletic equipment – allowing organizations to obtain the highest quality sports surfaces through the federal government without having to endure the lengthy and often misleading bid process.



The GSA is the most reliable resource for Federal purchasers with the most comprehensive selection of approved products & services. GSA Advantage is an online system that allows federal agencies to see what General Services Administration (GSA) sources of supply are available, compare items and place orders.

The goal of the system is to bring together all GSA sources, along with their catalog description, current price and delivery options to provide a simplified method of ordering. For more information, please visit www.gsaadvantage.gov and enter either FieldTurf's or Atlas' contract number in the search box or call FieldTurf at (800) 724-2969 and Atlas at (888) 209-0065.

FieldTurf GSA Contract Number: **GS-07F-9631S**

Atlas GSA Contract Number: **GS-03F-0084U**



With a steady increase in the number of clients purchasing sports surfaces through GSA, it has quickly become one of the best ways to avoid the surprises that are associated with the traditional bid process and ensures organizations get what they really want – a high quality solution at an excellent price.

3 California Multiple Award Schedule (CMAS)

Much like GSA but on a regional level, CMAS is a legal contract between the State of California and the turf contractor, allowing a direct purchase to be made without the need for a public bid.



How it works is that FieldTurf or Atlas and the customer agree on price and terms with an upper limit specified in the CMAS contract. The customer sends a detailed purchase order to FieldTurf or Atlas for the amount of the contract. Once the P.O. is received, the project is officially executed. There is no contract with CMAS, only the P.O. from the school or municipality.

The contract simplifies the purchasing process for the architect and end user. There is no longer the need to formulate detailed bid documents for turf and write product specifications. This allows the architect/designer and the owner to concentrate on other, more important aspects of the project. Bid documents are now only needed to reflect the base and drainage construction and other site work.

In addition, the owner benefits by realizing cost savings due to eliminating part of the bid process and markups of the turf by general contractors. The CMAS process also eliminates unnecessary and costly protests, substitution requests and arguments with dissatisfied suppliers. This ensures the owner is able to obtain their chosen product at discounted market prices, without the uncertainty or the time required through the usual bid process.

FieldTurf CMAS Contract Number: **4-06-78-0031A**

Atlas CMAS Contract Number: **4-08-78-0044A**



"The Corona Norco Unified School District has been very fortunate to partner with FieldTurf for the installation of their turf product at each of our 5 high schools. A major part of our success with the projects was due to the use of their CMAS contracting whereas the District was able to save time and money. The CMAS process allowed us to contract directly with the vendor and cut out a middle man which gave us better project oversight and saved us money."

Donald E. Lussier - Coordinator, Facilities, Corona Norco Unified School District



Information

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