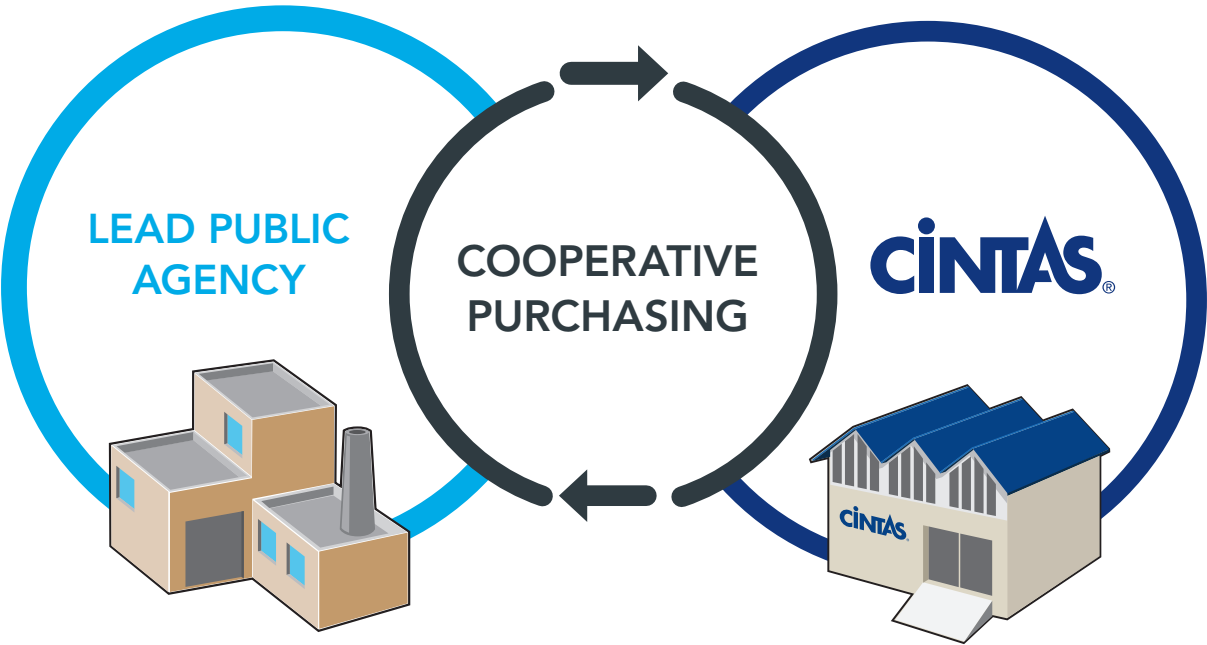




Discover the value of **Cooperative Purchasing**
and finding the program that's right for you

Why Cooperative Purchasing?

Over the past decade, the concept of leveraging the combined spend of multiple entities has become a contracting trend. Known as 'Cooperative Procurement' it combines the procurement requirements and purchasing power of several municipal agencies, competing them through a solicitation that typically results in a more advantageous contract. Cooperative procurement is therefore considered a key element of strategic procurement planning. The widely accepted practice called "piggybacking" occurs when a cooperative organization solicits on behalf of its members, with the resulting contract used by many agencies.



The benefits can be substantial

Reduces agency
**ADMINISTRATIVE
BURDEN**
of time/resources

Opportunity for
**GREATER
EFFICIENCY**
and economies of scale in
acquiring good and services

Product cost savings
through
**NATIONALLY
LEVERAGED
PRICING**

**NO COST TO
AGENCIES**
or minimum purchase
amounts

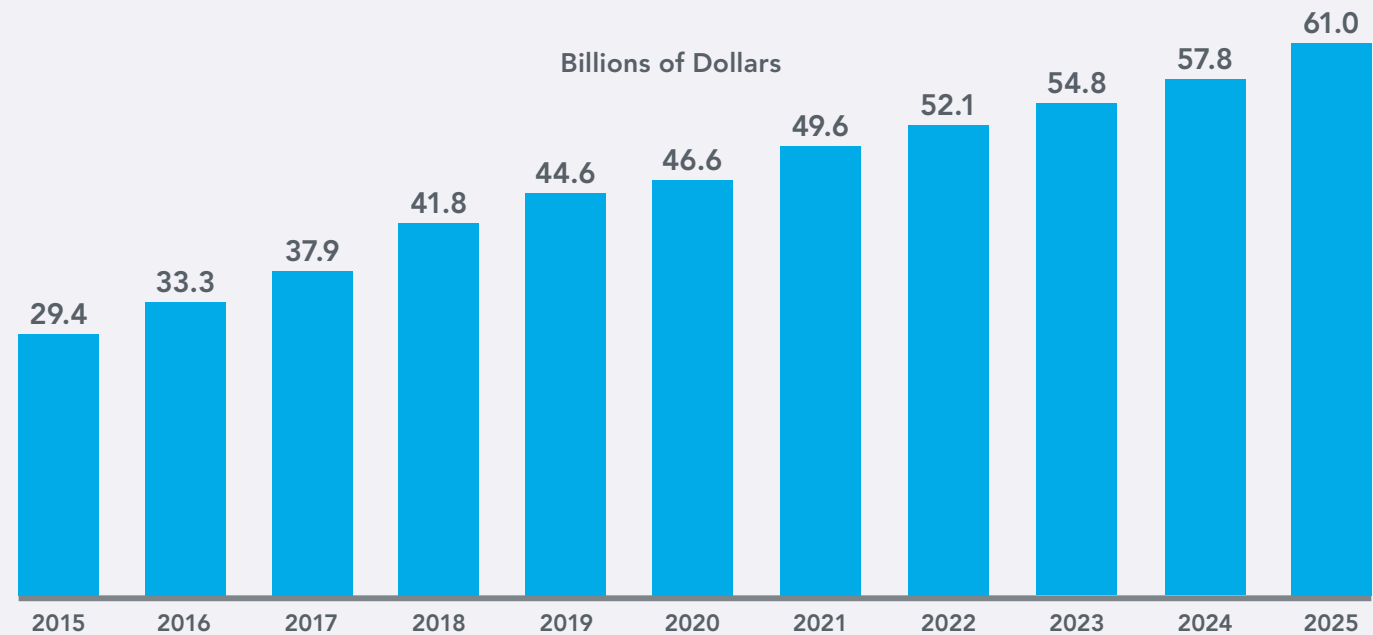
First-class purchasing
procedures ensuring
the most
**COMPETITIVE
CONTRACTS**



Non-Cooperative Purchasing vs. Cooperative Purchasing

	Non-Cooperative Purchasing	Cooperative Purchasing
1. Lead Agency conducts solicitation process. Identifies need, specs and scope of work are developed. Meet with purchasing	✓	✓
2. Draft solicitation (RFP, RFI, RFQ)	✓	
3. Review and make edits, attorney and department review	✓	
4. Post solicitation	✓	
5. Contact viable vendors to participate	✓	
6. Conduct pre-bid meeting	✓	
7. Q&A	✓	
8. Answers to questions and possible amendments	✓	
9. Draft and send out amendments	✓	
10. Vendors submit proposals/bids	✓	
11. Agency may ask for samples	✓	
12. Agency may ask for references	✓	
13. Potential protest period which could be lengthy delay	✓	
14. Supplier contract awarded	✓	✓
15. Negotiate contract	✓	
16. Bring before Board or Council for approval	✓	
17. Hand off to contract manager	✓	
18. Contract made available to agencies	✓	✓

National Cooperative Trend and Forecast



*Source: GovWin from Deltek

31 BILLION DOLLAR INCREASE OVER 10 YEARS



Cooperative Purchasing route is

COMPETITIVELY
SOLICITED
and publicly awarded



Non-Cooperative Purchasing average solicitation may be up to

1,000
ADMINISTRATIVE
HOURS

By utilizing Cintas’ cooperative agreements, public sector agencies eliminate duplication of effort,

SAVING VALUABLE
TIME, RESOURCES
AND MONEY



My role is to create a program for your agency and serve as **ONE** point of contact for all things Cintas



Get a whole **team of support** when you work with us



SERVICE SALES REPRESENTATIVE — DELIVERING ON OUR PROMISE

Cintas Service Sales Representative (SSR's) delivering on our promise — with routine service visits, SSRs help keep every corner of your facility **ready™** — giving you the clean, professional image you want and helping you stay focused on your campus.



CUTTING EDGE TECHNOLOGY

Using cutting edge technology to stay on top of every request — we know and you know, exactly where your garments are at all times. Its communication, accountability, and reliability, delivered to you every week.



LOCAL CINTAS TEAM

Our local Cintas team is dedicated to your success by providing support for your program. It is our priority and we're here to help whenever you need us.



The professional at the
CENTER OF YOUR PROGRAM
with experience working
with public agencies



Solely focused on the
GOVERNMENT SECTOR



Partnering with
COOPERATIVE PURCHASING ORGANIZATIONS
bringing you emerging
practices and trends



With exposure to leading
public agencies, account
managers provide
INDUSTRY KNOWLEDGE

Keep your agency at its best —
and your employees set up for success



- Women's Workwear
- Carhartt® Rental
- High Image Apparel
- Chef Works® Culinary Apparel
- Cleanroom Garments
- Flame Resistant Clothing (FRC)
- High-Visibility Workwear



- Mat, Mop and Towel Services
- Microfiber Cleaning Tools
- Restroom Supplies
- Restroom Cleaning
- Cleaning Chemicals
- Parts Cleaner



- First Aid Cabinets
- Safety Training
- Safety Supplies & Personal
- AED Products
- Protective Equipment (PPE) & Services
- Emergency Eyewash Service
- WaterBreak®



- Fire Extinguisher Servicing
- Fire Extinguisher Training
- Fire Alarm Servicing
- Kitchen Suppression System Servicing
- Fire Sprinkler Servicing
- Fire Alarm Monitoring
- Emergency & Exit Light Servicing
- Special Hazard Suppression Servicing

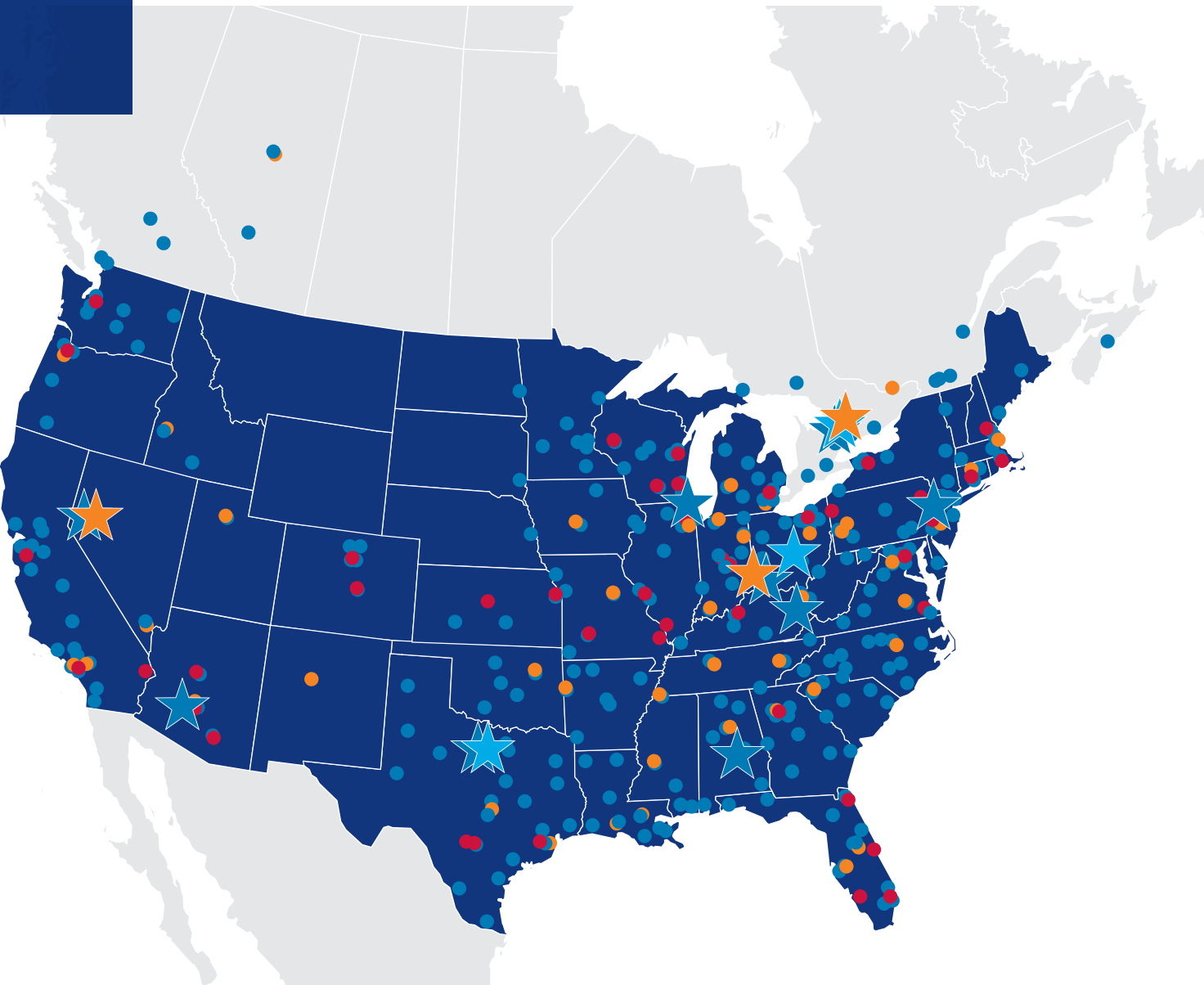
The right product in the right place at the right time

Cintas has you covered with an infrastructure in place to add, transfer, repair and make changes you need quickly.



500 +
FACILITIES

330+
RENTAL LOCATIONS



● Uniforms and Facility Services ● First Aid and Safety ● Fire
★ Rental DC ★ First Aid and Safety DC ★ Facility Services DC

RIGHT PRODUCT

Cintas manufactures more than 50 million garments a year. By producing a majority of our own line of uniform rental inventory you have greater control over how your uniforms look, feel, and wear for your employees.

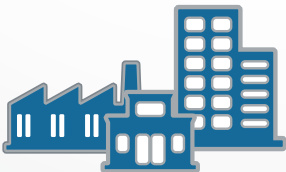
RIGHT PLACE

We provide shorter turnaround times with 13 distribution centers and more than 500 stock rooms across America. Each location is connected, so if your local facility is out of something — we can find it at the next closest Cintas location and get it to you quickly.

RIGHT TIME

Cintas has invested in building the nation's largest and most reliable uniform infrastructure backed by the best technology in the industry. We provide 100% coverage for the nation's 250 largest markets with more distribution centers than any other uniform provider.

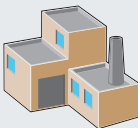
WE PROVIDE
100%
COVERAGE
FOR THE NATION'S 250
LARGEST MARKETS



11,000+
CINTAS DRIVERS



10,840+
RENTAL TRUCKS



13
DISTRIBUTION
CENTERS

myCintas

A new way to manage your account with 24/7 access

- Real-time visibility
- View and pay invoices and statements
- Create a service request and track the status
- Add uniform wearers or make changes to existing employees
- View your TruCount™ Summary reports
- Shop for additional products and services



▶
BILLING

▶
ACCOUNTS

▶
ACTIVITY

▶
SERVICES

▶
TRUCOUNT

▶
MESSAGE US

Deeper knowhow and caring service that you expect from Cintas.
Visit **cintas.com/myaccount** to get started.



myCintas may also be
accessed on your tablet
or mobile device



TruCount™

Every garment clean, sharp and accounted for.

Cintas TruCount™ ensures accurate tracking of all of your uniforms throughout the service process.

With our TruCount Inventory Control System, we know, and you know, exactly where your garments are at all times.

All uniforms are scanned multiple times:

- At pickup (dirty)
- After laundering (clean)
- Before delivery (clean and inspected)

EMPLOYEE	SH	PT	JK	CU	OTHER
0001 TOM DIXON	6	0	0	0	0
0002 ROB SCARLETT	5	0	0	0	0
0003 QUENTIN HALLORY	5	0	0	0	0
0004 KERRY MOORE	5	0	0	0	0
0005 PAUL CURTIS	4	0	0	0	0
0006 JOHN MCLEOD	2	0	0	0	0
0007 JOHN HARRIS	6	0	0	0	0
0012 KEN CHAMBERSE	6	0	0	0	0
0013 JIM WITTH	6	0	0	0	0
0014 CHRIS WILLIAMS	6	0	0	0	0
0015 LYN WILLIAMS	7	0	0	0	0
0016 STEPHEN ZEPPE	6	0	0	0	0
0017 ZACH WATKINS	7	0	0	0	0
0018 KEN HENSON	6	0	0	0	0
0020 KEN FARRIS	4	0	0	0	0
0023 BRANDON SCHWARTZ	6	0	0	0	0
0024 ALLAN SANDS	4	0	0	0	0
0025 THARON KASHAM	6	0	0	0	0
0026 TONY TROTTER	2	0	0	0	0
0029 RON MARTIN	4	0	0	0	0
0030 GARY JAMES	5	0	0	0	0
0031 KEN GIBSON	6	0	0	0	0
0032 TIM LUKETICH	1	0	0	0	0
0035 ZACH FOSTER	5	0	0	0	0

The Cintas TruCount System is standard operating procedure and deployed for 100% of our customers.



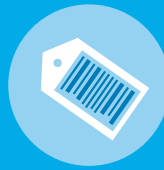
On site

Our Service Sales Representatives will scan all the dirty uniforms turned in for laundering on site at your premises.



Documented

Every visit, your Service Sales Representative will provide a report showing the number of dirty garments scanned in, by wearer.



Every time

With TruCount™, we don't just make bold claims, we stand behind them. We scan every garment, every visit. Period.

Scan here to connect with your
ONE point of contact

