

OMNIA

PARTNERS



Dear Valued Participant,

Earlier this year we announced that U.S. Communities was purchased by OMNIA Partners. The OMNIA Partners, U.S. Communities and National IPA teams have been working closely and expeditiously over the last few months to outline the combined organization and what this means for our participants.

OMNIA Partners continues to make significant resource investments to bring additional value to you and your organization. We believe it is important to continuously communicate with you about key initiatives and the progress for each. Here are a few of those initiatives:

The Lead Agency Solicitation Process. As a critical component of our approach, we will continue to use the lead agency contracting model. We will also continue to support all existing agreements and anticipate that all current solicitations will remain active. Future solicitations will be issued by a government entity or educational system utilizing the best practices in public procurement.

The OMNIA Partners Teams. The integration of the two organizations has resulted in additional resources that will better position us to support our public agency participants.

- **Account Management.** We offer the largest Account Management team in cooperative purchasing. The Regional Managers (formerly Program Managers for U.S. Communities) assist you in your cooperative strategy. Download the new territory mapping and contact information [HERE](#). This team will work with our awarded suppliers to drive further value for the state and local government and K-12 education markets. Additionally, we will continue to deploy a Higher Education team solely dedicated to the unique college and university market.
- **Partner Development.** This team works with the leadership teams of our supplier partners to establish strategic initiatives and serves as the liaison to all the OMNIA Partners resources.
- **Marketing and Training.** The combined organization also has the largest and most experienced marketing team in cooperative purchasing. In addition, OMNIA Partners has invested additional resources into the public sector training program. This unique program offers a strategic approach to educating awarded supplier teams on public procurement and cooperative purchasing.
- **Relationship Specialists.** A new investment for OMNIA Partners, this team will expand our capacity to serve more public agencies.
- **Contracting.** The contracting team of public procurement practitioners offers unprecedented expertise to you. They will serve as the liaison to the lead agencies for contract administration.

Combined Registered Participants. Effective immediately, registration systems for U.S. Communities and National IPA have been combined into one. Current participants for both U.S. Communities and National IPA have been combined into OMNIA Partners Public Sector. Therefore, you now have access to the contract portfolios of BOTH organizations with certain exceptions. If you have any questions, please contact your dedicated Regional Manager.

Plans for 2019

- **The Brand:** In 2019, we will be rebranding U.S. Communities and National IPA as OMNIA Partners, Public Sector. There will be a transition period in which the U.S. Communities and National IPA logos are included with the OMNIA Partners logo. This will ensure the market has time to recognize the change as well as provide our suppliers time to update co-branded collateral.
- **One Consolidated Website:** The U.S. Communities and National IPA websites will be combined into one site in early 2019.
- **Enhanced Online Reporting.** The UConnect reporting system will be replaced with a new platform called OMNIA Partners Connect. This new system has been developed and testing has begun. We anticipate launching the site in phases and will communicate those details as we get closer to going live with this new tool.

While many top-level decisions and activities are underway, we know there is still a lot to do. First and foremost, we remain committed to driving contract value for you under the program. As we have more information we will be sure to communicate it to you. In the meantime, if you have any questions or concerns please let me know.

Ward Brown, COO
OMNIA Partners