



A Message for IT and Procurement Leaders

At PIER Group, we recognize that purchasing equipment and services to support your institution's mission can be complex and time-consuming, particularly when navigating institutional procurement policies. Because we focus exclusively on supporting R1 and R2 higher education, we have developed a deep understanding of these requirements and how to work effectively within them. Below is a brief overview of the approach many institutions use to simplify procurement by leveraging cooperative and adopted contracts. This information is often shared by IT teams with business officers and procurement partners, and we welcome the opportunity to engage with those teams to support your success.

Cooperative Purchasing & Contract Adoption for Higher Education

PIER Group — Your Compliance Partner in IT Procurement

Supporting procurement, legal, and IT teams with compliant, efficient acquisition pathways.

PIER Group's Role: More Than a Vendor

PIER Group serves as a compliance partner, helping higher education institutions confidently leverage cooperative and adopted contracts. We assist with contract lineage, documentation support, and alignment with institutional and state procurement requirements—reducing risk while accelerating outcomes.

Understanding Piggybacking & Contract Adoption

Piggybacking allows an eligible institution to utilize another public entity's competitively awarded contract. In many cases, institutions may also formally adopt contracts bid by other State, Regional, or Education Consortia—extending the value of a compliant solicitation without issuing a redundant RFP.

Why Higher Education Institutions Choose This Model

- Preserves competitive procurement integrity
- Reduces administrative workload and cycle time
- Provides access to pre-negotiated, education-focused pricing
- Enables faster deployment of mission-critical IT initiatives
- **Leverages long-term contract terms (typically 5–10 years), allowing procurement teams to streamline operations, reduce repeat sourcing events, and operate more efficiently throughout the life of the contract**



Proven Contract Adoption Success

PIER Group has supported numerous successful contract adoptions across higher education. To keep this document concise, the examples below highlight several of the more recent adoption success stories.

Western Kentucky University — RFP WKU-10392

Competitively solicited by Western Kentucky University and successfully adopted by Colorado State University and the University of Tennessee, Knoxville. These adoptions demonstrate how institutions can confidently rely on peer-issued RFPs while maintaining procurement compliance.

IUCPG — RFP UN23-231

The IUCPG competitively solicited contract UN23-231 has been successfully leveraged by the University of New Mexico, enabling streamlined access to enterprise IT solutions under an established cooperative framework.

Next Steps

1. Request relevant contract documentation, pricing, and scope details from PIER Group.
2. Review contract lineage and applicability with procurement and IT stakeholders.
3. Present materials to compliance and legal teams for adoption approval.
4. Complete any required institutional adoption or authorization documentation.
5. Proceed with purchasing under the adopted or cooperative contract vehicle.

Additional references and documentation available upon request.

Primary Contact

Caleb Williams

Major Account Manager & VP, Contract Development

cawilliams@piergroup.com | 812-639-8010

www.piergroup.com