

# Driving Member Growth & Value for a **Major New Jersey Co-Op**

## Partner Overview

One of New Jersey's largest counties runs a cooperative purchasing program serving municipalities, school districts, higher education, and other public agencies. Their mission: give members access to top-quality products and services at competitive prices, while streamlining procurement and reducing administrative burdens.

## Why They Chose ComTec

To stay competitive, co-ops must deliver better pricing, innovative solutions, and proven vendor performance. The leadership team sought a partner who could:

- Offer multiple high-value services under one contract
- Deliver measurable cost savings across categories
- Provide white-glove implementation with minimal disruption
- Ensure members receive exactly what they specify

For over 30 years, ComTec has delivered consulting, energy cost reduction, telecom deployments, and transport services nationwide. Our track record with government and education clients gave the co-op confidence we could help attract and retain members while differentiating them from competitors.

## Initial Engagement

The partnership began when one of the county's largest members needed to upgrade from a legacy phone system to a modern, countywide unified communications platform. Scope included:

- Energy savings via natural gas & electricity procurement
- Telecom cost reduction on cellular & data services
- Unified communications across all departments
- Transport services for secure, high-capacity connectivity

Because ComTec was available through the co-op contract, the member skipped a lengthy, high-risk RFP process and moved straight to implementation.

## Execution

Working alongside the member's IT and facilities teams, ComTec ensured full compliance with co-op guidelines while delivering:

- Minimal disruption to staff
- Clear communication throughout
- On-time, on-budget delivery
- Transparent cost and savings reporting

## Results

- 20% annual energy cost reduction
- Avoided RFP-related delays and disputes
- Guaranteed delivery of specified products/services
- Significant taxpayer savings
- Simplified ongoing vendor management

## Expansion & Impact

The project's success drew attention from other members. Soon, additional municipalities, agencies, and schools began using the same contract for telecom, energy, and infrastructure needs. Co-op leaders credit ComTec's rapid, validated savings as a driver in winning members from competing co-ops.

## Looking Ahead

The co-op is expanding ComTec's role with new vendor consolidation initiatives, more energy audits, and enhanced unified communications — ensuring continued member growth, value, and operational efficiency.



“Our partnership with ComTec has given us a powerful tool to serve our members. Their services deliver immediate, measurable savings, and their professionalism reflects well on our co-op.”

— Co-Op Program Director

