

Leveraging Time & Cost Savings of Trenchless Projects through Cooperative Purchasing

Andrew Costa – VP Sales & Strategy, Azuria Water Solutions



January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



First Things First...



Confidential - UIC 2026
Provided to Registered Attendees Only
Unauthorized Reproduction or Distribution Prohibited

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



What to Expect

- **Intro**
- **What is Cooperative Purchasing?**
- **Benefits**
- **Cooperatives - Who / Why / Where**
- **Use Cases**

Confidential – UIC 2026
Provided to Registered Attendees Only
Unauthorized Reproduction or Distribution Prohibited

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



Introduction

- Municipal governments are under increased pressure to do more with less
- Construction projects often held up by procurement staff backlog
- Many owners are behind on consent decree programs
- Cooperative purchasing offers the ability to streamline procurement of construction projects, saving time & money

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



What is Cooperative Purchasing?



a public procurement method in which two or more government or public entities use a single competitively awarded contract so they can buy goods or services together or “piggyback” on a lead agency’s contract and provide the **best value** for their transaction

In simple terms, it means sharing procurement contracts between governments so that one agency’s solicitation and award can legally be used by other eligible agencies

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



Who Uses Cooperatives?

ELIGIBLE
AGENCIES

Confidential – UIC 2026
Provided to Registered Attendees Only
Unauthorized Reproduction or Distribution Prohibited



Cities, Towns & Counties



State Agencies



Universities & Colleges



K-12 School Districts



Special Districts (Housing Authorities,
Airports, Water Districts, etc.)

January 27 – 28, 2026

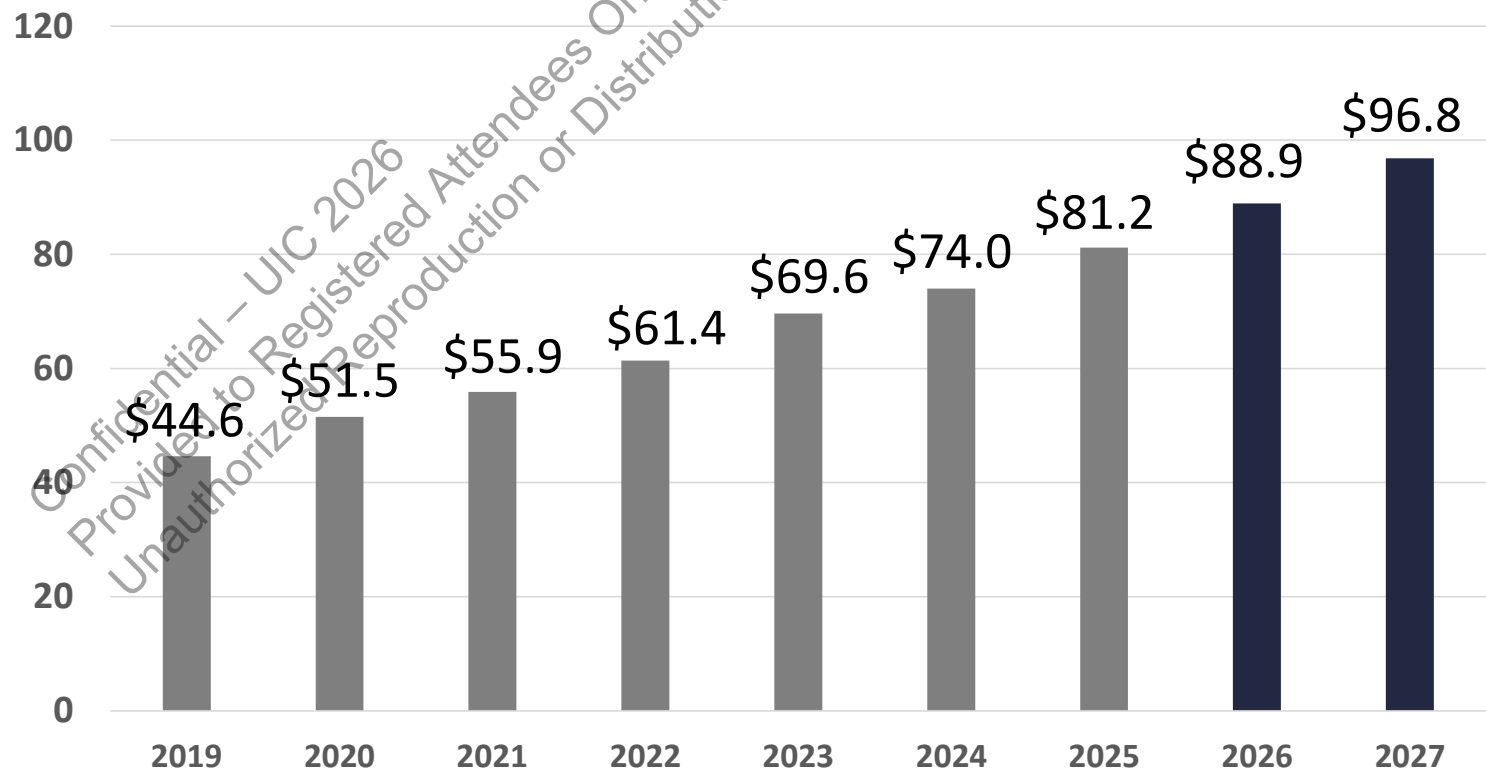
Henry B. Gonzalez Convention Center, San Antonio, Texas



Cooperative Purchasing is Growing

Water/Sewer
is a “hotspot”

National Coop Purchasing Sales Trend & Forecast (\$B)



*GovWin from Deltek "2025 SLED Government Contracting Forecast"

Major Industry Cooperatives



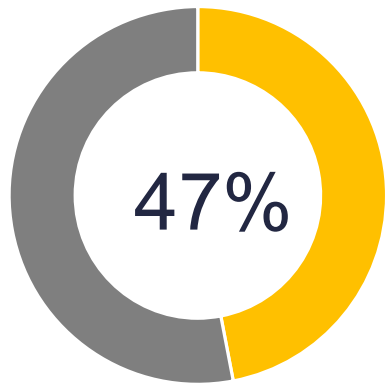
Confidential – UIC 2026
Provided to Registered Attendees Only
Unauthorized Reproduction or Distribution Prohibited

January 27 – 28, 2026

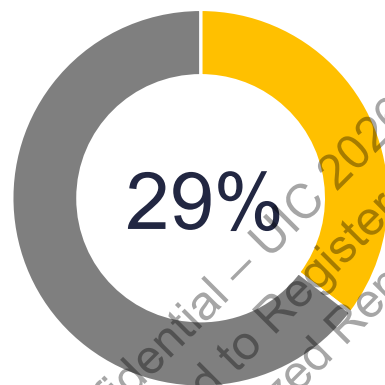
Henry B. Gonzalez Convention Center, San Antonio, Texas



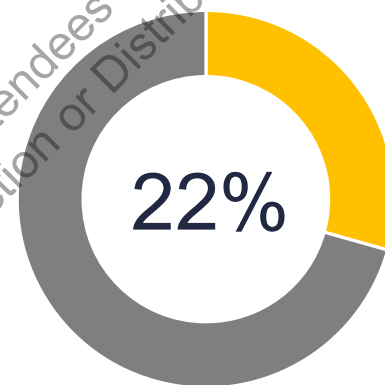
Why Public Agencies Use Cooperatives



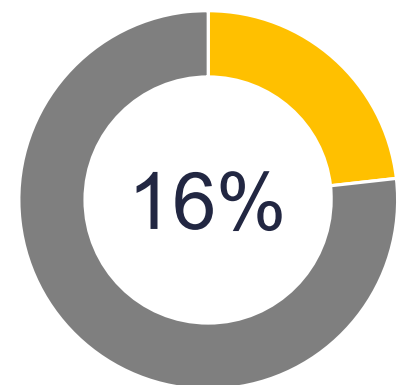
Pressure to Save Time



Availability of Options



Legislative Freedom/Permitted



Pressure to Save Money

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



Value Proposition

Reduces Time

- Reduction of time vs. design-bid-build
- Expedite project start/completion
- Emergency / quick response

Maximizes Resources

- Streamline or eliminate administrative tasks
- Procurement path efficiency

Saves Money

- Minimize total contract design
- Reduced admin overhead
- Leverage economies of scale

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



Construction Industry Benefits

- Projects done faster and at lower total cost
- Compliant with competitive solicitation rules
- Access to pre-vetted construction specialists
- Maximizes limited staff and stretches capital dollars
- Meet / catch up on program timelines (CIP / consent)

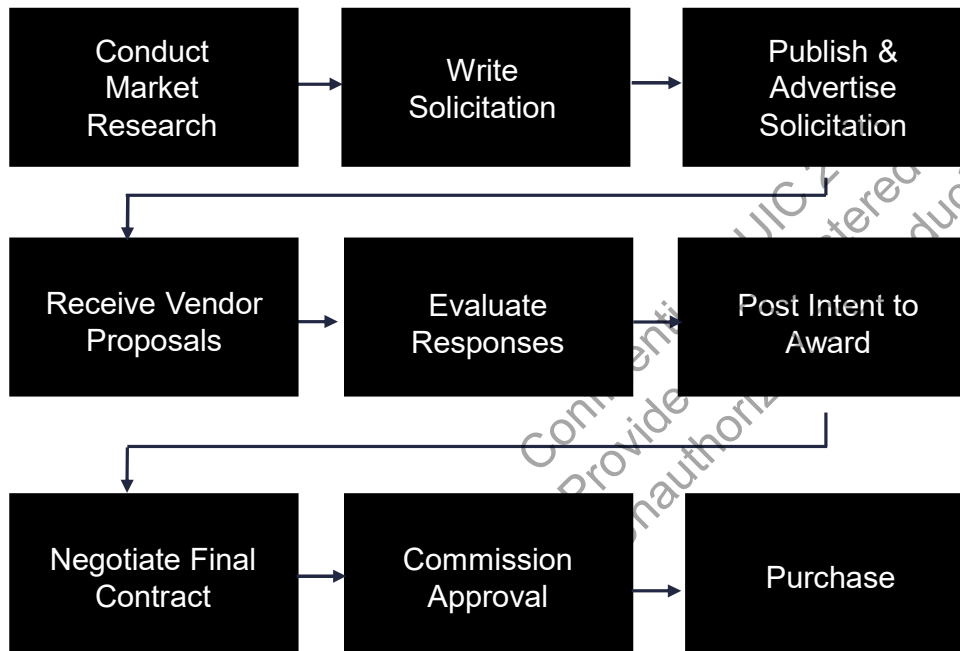
January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas

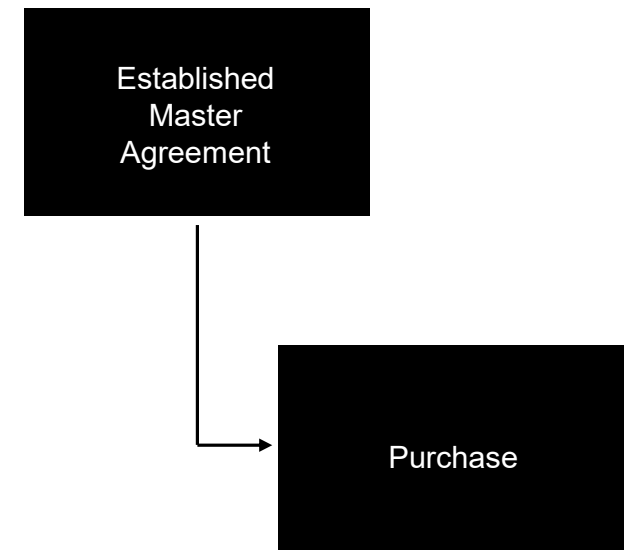


Purchasing Timeline

Standard Purchasing: 9-24 Months



Cooperative Purchasing: Hours or Days to Purchase



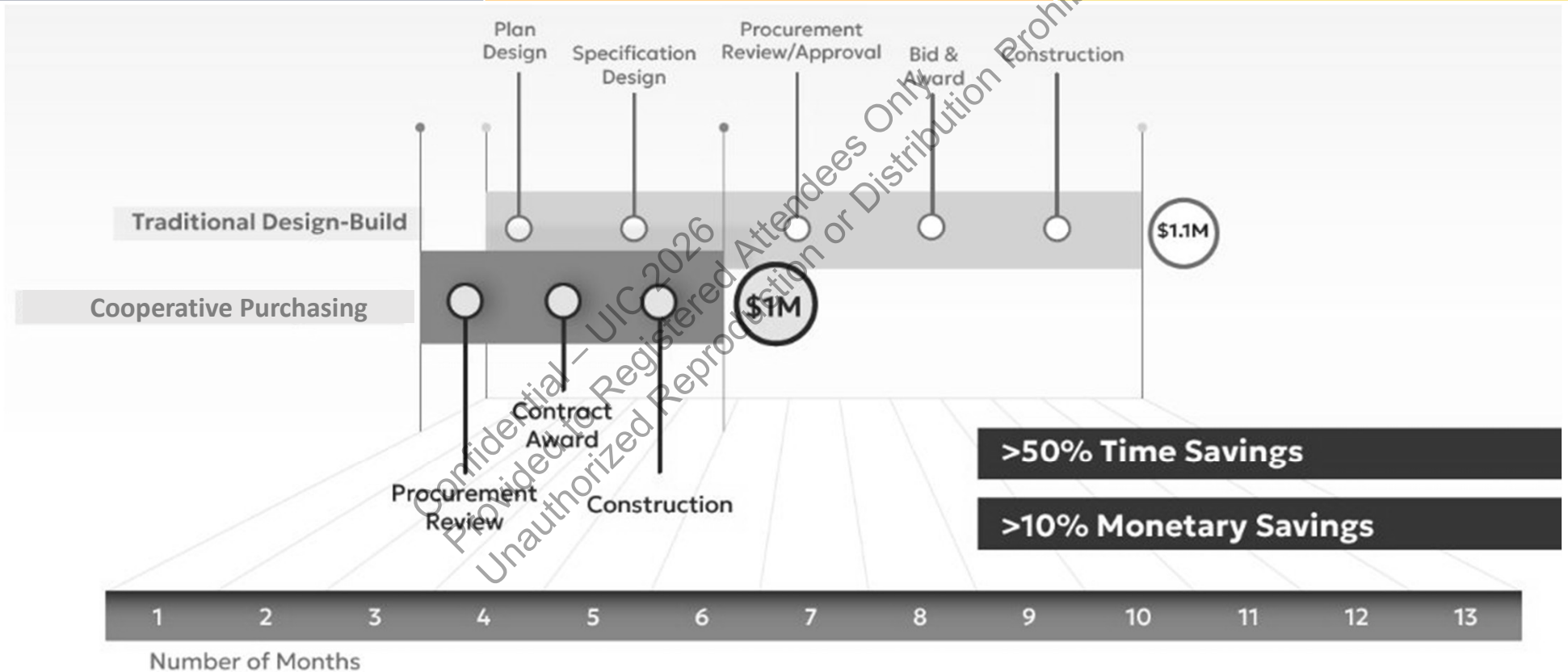
****Commission approval for larger projects**

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



Time & Money Savings



January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



Case History #1

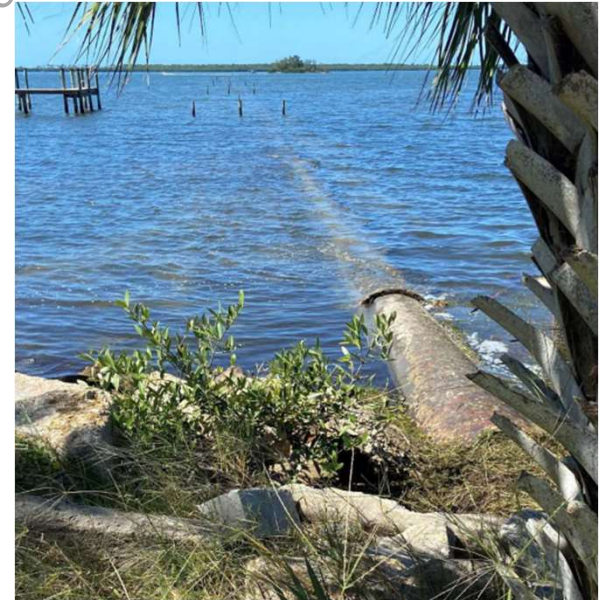
36" DIP Dechlorinated Outfall Line

Timeline:

2022 – Pre-work and budgetary info

2023 – Cooperative purchasing proposal

2024 – City decided to release as Design-bid-build



January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



Case History #1

SCENARIO	COST	NOTES
Cooperative Contract	\$549,100	Immediate award possible – 60-day timeline
Design-Bid-Build Contract	\$698,200	Public bid path – 4 to 7 months

Actual Lost Savings: \$140,101.92

26% higher than the cooperative purchasing option already available.

Actual Lost Time: 3 to 6 months

Cooperative purchasing path – project could have been finished before public bid

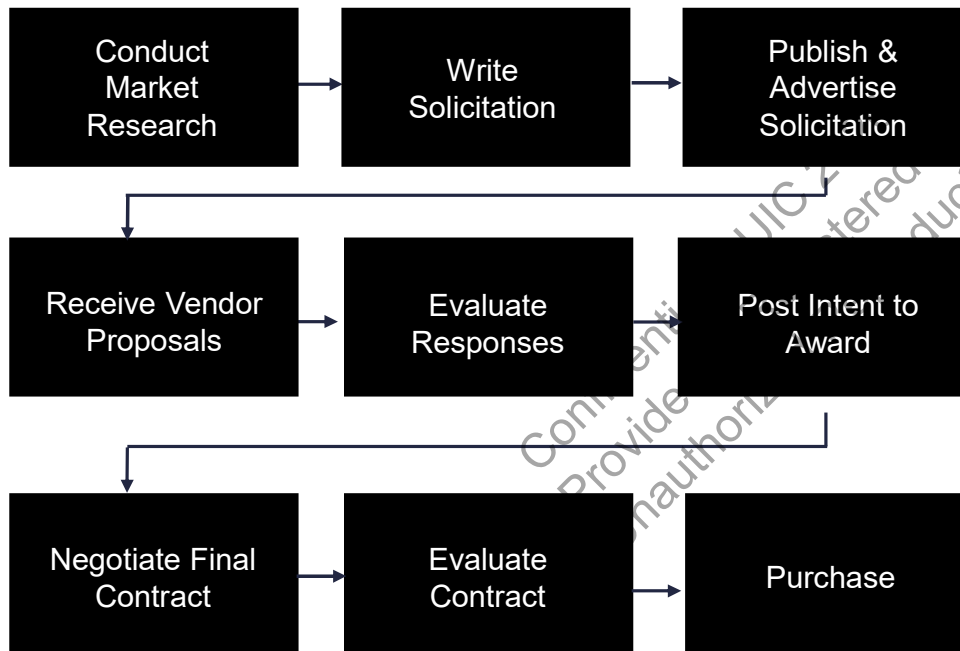
January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas

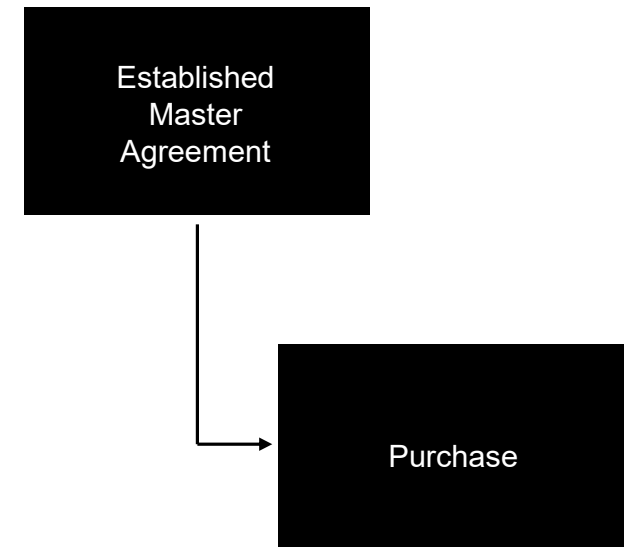


Remember This?!

Standard Purchasing: 9-24 Months



Cooperative Purchasing: Days or Weeks to Purchase



January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



Case History #2

Scope

- 48" CIPP – 13k ft
- Bypass
- Clean & TV – 13k ft
- MH Rehab – 240 ea

Total Value = \$16M

Savings

- Consulting Efficiency
 - Saved \$700k
- Internal Resources
 - Saved \$100k
- Time
 - Saved 6 months (50%)

Confidential – UIC 2026
Provided to Registered Attendees Only
Unauthorized Reproduction or Distribution Prohibited

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



True or False?

Always saves time
and money

Is sole sourcing -
that's illegal!

Cooperative Purchasing

Can be used on
Federally funded
construction
projects

Can be utilized on
construction
projects in all 50
states

Confidential – UIC 2026
Provided to Registered Attendees Only
Unauthorized Reproduction or Distribution Prohibited

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas



Summary

- Cooperative purchasing saves valuable time and \$\$\$
- Simplifies procurement process and speeds up projects
- Can be used on Federally funded projects
- Great option for emergency / quick turnaround needs
- Quite common and fully complies with procurement laws

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas

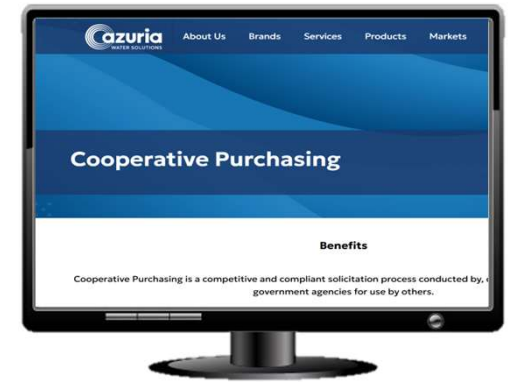


QUESTIONS and THANKS!!

Visit us at Booth 308



Contact Me



www.azuria.com

Andrew Costa | VP of Sales & Strategy | **Azuria Water Solutions**
Cell: 813.309.0385 | acosta@azuria.com

January 27 – 28, 2026

Henry B. Gonzalez Convention Center, San Antonio, Texas

