



**Q&A for OMNIA Partners, Public Sector Suppliers**  
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**What changed with National IPA and U.S. Communities in 2018?**

OMNIA Partners, the parent organization of National IPA, purchased U.S. Communities in mid-2018. After the purchase, National IPA and U.S. Communities remained separate entities under the OMNIA Partners umbrella.

In December 2018, OMNIA Partners communicated about several organizational updates. Going into 2019, National IPA and U.S. Communities will become one organization. See the [communication](#) for details on organization structure, new resources and updated branding in 2019.

**What new resources are available?**

Under the new combined organization, we'll have access to an expanded team of Regional Managers as well as a dedicated Higher Education team, enhanced marketing support, access to the combined database of registered agencies and dedicated supplier training resources. Additionally, the Partner Development team of OMNIA Partners has expanded to provide strategic support directly to our contract. We will be working with our Partner Development Vice President over the next year to ensure a smooth transition.

**Are there new customer opportunities?**

Absolutely. OMNIA Partners represents a combined spend of \$13B under the program. There is significant opportunity to leverage the combined list of registered agencies, additional field resources and the OMNIA Partners, Private Sector business to grow sales for our company.

**What does the new organization structure and brand mean for our contract?**

Our contract remains unchanged and we'll continue to sell under the contract as we do now. OMNIA Partners will still follow the lead public agency model for solicitations. Our existing National IPA/U.S. Communities contract is still through the lead public agency.

**Does this change anything with existing orders or quotes?**

It does not.

### **What if we now have competitors under the combined OMNIA Partners organization?**

The competitive environment remains unchanged. If there was a cooperative contract under the separate organizations, there was still a competitive cooperative contract. Additional supplier resources are now available through the combined organization to help us differentiate and grow sales under our existing contract.

### **Who is my new Regional/Program Manager contact?**

See the [updated maps](#) which include contact information.

### **What happens to the National IPA/U.S. Communities names?**

The combined organization will change to OMNIA Partners, Public Sector. OMNIA Partners will be launching a new website in early 2019 and we will begin to transition our co-branded collateral as part of this change. OMNIA Partners will have a transition period in which the National IPA and U.S. Communities logos are represented under the OMNIA Partners logo.

### **Where does a public agency register?**

At this time, an agency can register either through the National IPA or U.S. Communities website. The agency will be routed to a registration form that provides access to contracts under either brand. Once the combined OMNIA Partners, Public Sector website launches, agencies will register through this site.

### **Will our contract documents or contract terms change?**

There will be no changes to existing contracts. Once the combined OMNIA Partners, Public Sector website is launched, there will be language provided on the contract documents pages that reads:

*U.S. Communities and National IPA, both wholly-owned subsidiaries of OMNIA Partners, have come together as OMNIA Partners, Public Sector. All public sector participants already registered with National IPA or U.S. Communities continue to have access to all contracts, with certain exceptions, in the portfolio and do not need to re-register to use a legacy National IPA, legacy U.S. Communities, or new OMNIA Partners contract. U.S. Communities and National IPA remain separate legal entities and lead agency contracts completed under each brand are effective and available for use through the contract's approved term. In the event we believe re-registration is necessary for any reason, OMNIA Partners will let you know.*

### **What happens to our existing company content hosted on the National IPA/U.S. Communities websites?**

All this content will be moved over and redirects will be put in place for the new OMNIA Partners, Public Sector website so any users that may have bookmarked your pages will be forwarded to the new website.