



## CMAS

**To All:**

**Many of you have requested for us to obtain CMAS (California Multiple Award Schedule) approval and we are happy to announce that we now have it.**

**Our CMAS number is 4-06-78-0031A.**

This CMAS approval now makes selecting and contracting for a FieldTurf synthetic grass field very simple and easy to do for any California public entity. A buyer can now purchase directly from FieldTurf for the turf portion of the product only. The school or municipality still goes out to bid for the base/drainage system and other work, and then just does a purchase order with FieldTurf, the CMAS vendor. There are no legal issues whatsoever.

**If you are not familiar with the CMAS procedures and benefits, here is a quick summary:**

1. CMAS is a legal contract between the State of California and the turf contractor, allowing a direct purchase to be made without the need for a public bid.
2. FieldTurf and the customer agree on price and terms with an upper limit specified in the CMAS contract
3. The customer sends a P.O. to FieldTurf for the amount of the contract. The P.O. should contain all specifics such as end zone lettering, colors, logos, additional maintenance equipment, any maintenance contracts, completion dates, etc.
4. Once the P.O. is received, the project is officially executed. There is no contract with CMAS, only the PO from the school or municipality.

### **CMAS Benefits:**

1. The contract simplifies the purchasing process for the architect and end user. There is no longer the need to formulate detailed bid documents and write product specifications.
2. Allows the architect/designer and the owner to concentrate on other, more important aspects of the project.

3. Bid documents are now only needed to reflect the base and drainage construction and other site work.
4. Helps architect and designers by streamlining the project and taking away the inconvenience of all the turf companies calling, complaining, threatening, etc.
5. The owner benefits by realizing cost savings due to eliminating part of the bid process and markups of the turf by general contractors.
6. Eliminates unnecessary and costly protests, substitution requests and arguments with dissatisfied suppliers. Time delays are also eliminated.
7. The owner is able to obtain their chosen product at discounted market prices, without the uncertainty as well as the time required in the usual the bid process.

### **CMAS STEPS:**

There are several simple and very basic steps in the CMAS purchasing process. They are:

1. The architect on the project must provide a working specification and drawing of what the customer desires. This is provided to FieldTurf.
2. FieldTurf will make up a CMAS proposal based upon the specs and plans provided by the architect.
3. The customer will then issue a Purchase Order based upon the architect's specs and plans and FieldTurf's CMAS proposal.
4. FieldTurf will work with the customer and architect to refine the layout and logos, if included.
5. The field is installed!

The CMAS process, as opposed to the bidding process, is fairly simple and has a very quick time line. Please feel free to contact your local FieldTurf sales representative for advice, input or any additional information you may require.