



COSTARS™ CONNECTION

The Commonwealth's Cooperative Purchasing Program



Fall into Savings with COSTARS!

The leaves are changing, the air is crisp, and it's the perfect season to connect with COSTARS! Our Marketing Managers are hitting the road across Pennsylvania, meeting members and suppliers and sharing tips to help you make the most of your membership.

Wondering what's new this fall? From fresh contract updates to ideas, events, and webinars, we're here to help you wrap up the year strong and plan ahead for 2026. So grab your favorite fall drink and dive into what's new with COSTARS this season!

Frank McNally Joins DGS as Deputy Secretary of Procurement

Frank McNally serves as Deputy Secretary for Procurement at the Pennsylvania Department of General Services, leading the Commonwealth's strategic sourcing, procurement innovation, and enterprise operations to deliver cost savings, efficiency, and transparency for state agencies and taxpayers.



With more than 20 years of experience in procurement strategy, product development, and digital transformation across the public and private sectors, Frank has a proven record of modernizing acquisition processes and driving operational excellence. Before joining DGS, he was Director of Procurement at the U.S. Digital Service, where he advised on major federal IT acquisitions, developed agile procurement training, and implemented cross-agency innovations for high-priority national initiatives.

His career also includes leadership roles at PwC, the Transportation Security Administration, and Public Spend Forum, with a focus on procurement optimization, government-industry collaboration, and professional development. A recognized thought leader, Frank has earned multiple honors for his work, including the DHS Small Business Advocate Award and TSA Team Award.

Frank holds an MBA from George Washington University, a B.A. in Psychology from Wake Forest University, and certifications in project management, product management, and strategic procurement. "I am committed to advancing data-driven decision-making, process improvement, and supplier diversity to position procurement as a driver of effective public service," said McNally. His passion for public service and innovation make him a valuable addition to our team. Welcome to DGS!

COSTARS-19 Now Includes Dental Supplies

COSTARS-19 just got an upgrade! Members can now purchase Dental Equipment and Supplies through this contract, making it easier to find both everyday essentials and specialized tools in one place.

The expanded lineup includes oral care basics like toothbrushes, toothpaste, floss, and bibs, as well as professional instruments such as curing lights, restorative tools, and hygiene/perio instruments. Members can also find protective and surgical items like gowns, masks, and scalpels.

For more information or questions, contact Commodity Specialist Kathy Garman at katgarman@pa.gov.



COSTARS Program Highlights



At COSTARS, we're dedicated to making the experience better for both members and suppliers by offering valuable resources, fostering strong connections, and creating opportunities for collaboration. From answering questions and linking communities to supporting small and diverse businesses, the program continues to make a real, positive impact across Pennsylvania.

This year, the COSTARS team hit the road and the inbox, hosting and attending more than 68 events, making 65 member visits, and answering 3,738 calls and 2,800 emails from members and suppliers. These connections help ensure that everyone in the program has the tools and support they need to succeed.

The impact is clear:

- 8% increase in small diverse business participation
- 2,172 participating suppliers, including 1,074 small businesses and 225 small diverse businesses
- 9,612 registered members across the Commonwealth

In January 2025, an ACH payment option was introduced, modernizing the way suppliers pay their annual administrative fees and replacing the traditional check payment option.

COSTARS continues to grow stronger through:

- A statewide network – Thousands of members and suppliers working together to streamline procurement.
- Support for local economies – Many COSTARS suppliers are small Pennsylvania-based businesses.
- Evergreen contracts – Always open for bid submission, promoting competitive pricing and flexibility.
- A program with purpose – Helping members make efficient, effective use of public funds.

As we move through the fall season, COSTARS remains dedicated to connection, collaboration, and community, helping Pennsylvania's public procurement landscape thrive year-round.

COSTARS Contracts You Might Not Know About

COSTARS contracts go far beyond the basics! While many members think of vehicles, office supplies, or public works equipment, the program also offers a variety of specialized contracts that support unique needs across Pennsylvania communities all year long.

Here are just a few you might not expect:

COSTARS-29 Grounds Keeping Services & Supplies – From pruning and planting trees, to leaf control and bagged de-icing materials, this contract keeps your grounds in top shape through every season.

COSTARS-30 Energy Consulting Services – Ready to save on energy costs before winter hits? Suppliers on this contract help plan and implement energy efficiency projects, renewable energy solutions, and utility savings strategies.

COSTARS-34 Theater Furniture, Fixtures, Audio/Visual Equipment, Musical Instruments – Perfect for schools, community centers, and municipalities looking to upgrade performance or meeting spaces with new lighting, sound systems, or seating.

COSTARS Enabled Statewide Contract 4400028060 Commercial Grade Food Service Equipment – Get kitchens ready for fall! This contract provides ovens, stoves, mixers, and more; perfect for school lunches, community dinners, and seasonal harvest events. Keep your food service running smoothly as temperatures drop!

So grab a cup of cider, explore the full list of active contracts, visit www.dgs.pa.gov > **COSTARS** > **Member Information** > **Guide to COSTARS Contracts** under **Member Resources**. Discover all the ways COSTARS can help your organization fall into new opportunities this season!



Click here to view a full list of COSTARS-exclusive contracts in the Guide to COSTARS Contracts!

Need Help Navigating?

Need help navigating COSTARS contracts? Each contract includes contact information for a dedicated Commodity Specialist, your go-to resource for contract-specific questions and tips for getting the most out of your purchase. For additional assistance, call our toll-free line at 1-866-768-7827 or email RA-COSTARS@pa.gov.

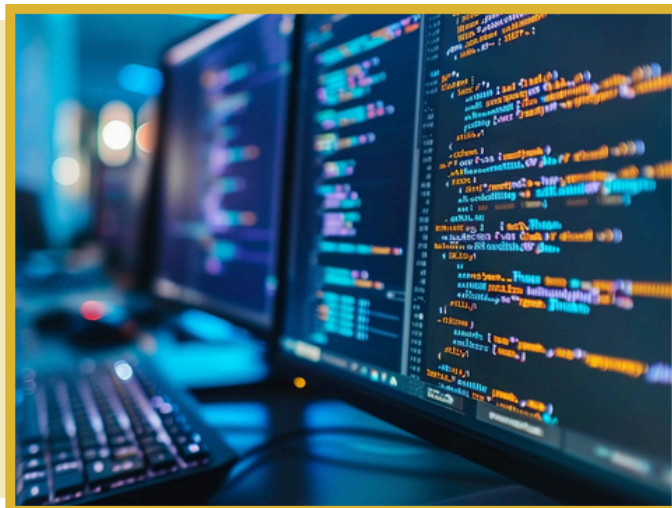
Spotlight on COSTARS-6: Software

The COSTARS-6 Software contract provides members with a broad range of technology solutions to support their operational needs. Offerings include business and communication software, cybersecurity tools, imaging software, and network management resources.

Solutions are available as downloadable, on-premise, or subscription-based options, with access to support, maintenance, and regular updates to ensure systems remain secure and current.

Contract Update: COSTARS-6 remains active following the addition of a new cloud-hosting provision, and participating suppliers have been notified.

For more information or questions, contact Commodity Specialist Rhonda Brown at rhobrown@pa.gov.



We're On the Move! See Where COSTARS is Heading This Fall

This fall, the COSTARS team is on the move, connecting with members and suppliers across Pennsylvania through webinars and in-person events. We're sharing updates, answering questions, and showcasing how the program helps organizations collaborate and make the most of their purchasing power.

We're excited to share that our next webinar is coming up in January. We'll be announcing the topic and registration details soon, so keep an eye out for the upcoming email with everything you'll need to sign up!

Upcoming Events:

- APEX Accelerator Mega-Matchmaker – Virtual | Dec. 2–3 PSATS
- Public Works Expo – Kalahari Resorts, Pocono Manor | Dec. 15–16



Share your Hometown Pride!

Tucked in the Allegheny Mountains, Everett Borough showcases Bedford County's charm, from scenic river views to historic architecture and lively Main Street life.

Once known as Bloody Run, Everett played a quiet but strategic role during the Civil War. Located near the Mason-Dixon Line, it served as a key route for Union troop movement and supply passage.

Although no major battle took place there, the town's position made it an important part of the Union's regional strategy. In 1873, Bloody Run was renamed Everett in honor of Edward Everett, the distinguished orator who spoke at the dedication of the Gettysburg National Cemetery (Source: *York Daily Record*)

We want to showcase the beauty of your town, too!

Submit your photos to mecurran@pa.gov.

Photo taken by Chad Schulze in Everett Borough, Bedford County.



We hear you!

At COSTARS, your feedback matters, whether you're a member or a supplier. We're continually working to strengthen supplier support and enhance the overall COSTARS experience, making it smoother and faster. Look out for an upcoming survey that will give you the opportunity to share your thoughts, comments, and ideas to help improve the program.

For Members: You've told us you want clearer contract details, tips on easier navigation of the portal, and more insight into how to maximize your COSTARS membership. We're working on updates to make searching contracts simple. Keep sharing your ideas and suggestions so we can keep improving!

For Suppliers: You've told us that clearer specifications, faster onboarding, and better communication are key to doing business with COSTARS. We're enhancing supplier support and streamlining processes to make participation easier and more rewarding. Your voice and your ideas help shape the future of COSTARS procurement.

Together, we're building a stronger COSTARS community, one where every member and supplier has a seat at the table.



Have COSTARS at Your Event!

Did you know our Marketing Managers can come to you? Whether you're hosting a regional meeting, conference, or team training, we're happy to travel and share insights about how to make the most of the COSTARS Program. From understanding contracts to navigating the website, we'll tailor our presentation to fit your audience's needs. Interested in scheduling a session for 10 or more attendees? Contact us at RA-COSTARS@pa.gov or call 1-866-768-7827 to learn more!



How to Search COSTARS Contracts

Need to find approved suppliers? The COSTARS Contract Search tool helps members quickly locate the products and services they need, all from approved COSTARS suppliers! Visit the COSTARS Training Center here for an in depth tutorial:

<https://www.pa.gov/agencies/dgs/programs-and-services/costars/training-center>

Follow these steps:

- Go to www.dgs.pa.gov/COSTARS
- Select **COSTARS** under the Overview Section
- Select *Member Information* on the left hand side
- Select *Members Area* on the right hand side
- Select *Search Contracts* from the left-hand menu
- Choose how you'd like to search - by contract number, supplier name, or keyword
- Select *Search* and COSTARS approved suppliers will appear under the search criteria you entered

Supplier Portal Access Reminder

We would like to remind our authorized suppliers that the PA Supplier Portal is a self service system that is managed by the PA Office of the Budget. For step by-step instructions on how to access the portal please visit: <https://www.budget.pa.gov/Services/ForVendors/pages/>

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At DGS, our mission is to help government operate more efficiently, effectively, and safely delivering exceptional value for all Pennsylvanians.