



THE INTERLOCAL PURCHASING SYSTEM

4845 US Highway 271 North, Pittsburg, Texas 75686

March 26, 2015

McKinstry Essention Inc  
Michael Grabham  
13465 Midway Rd, Ste 100  
Dallas, TX 75244

RE: TIPS Awarded Contract – Comprehensive HVAC Solutions & Services  
TIPS Contract Number - 1032615

### **CONTRACT AWARD**

Congratulations! The Interlocal Purchasing System (TIPS) Board of Directors of Region VIII Education Service Center has awarded a contract for Comprehensive HVAC Solutions & Services under Contract Number **1032615** to **McKinstry Essention Inc**. This contract will be in effect from 03/26/2015 through 03/26/2016. With the option for automatic annual renewal at each 12 month review for the next two consecutive years if both parties agree and vendor has reported TIPS sales. Total term of contract may be up to 36 months.

### **CONTRACT ADDENDUMS**

Only items submitted on the original proposal can be sold through this contract. If you need to change pricing or add products this can be done through an Addendum to your Awarded Contract. You can only add items that are in the same category. Email the request to add products or change pricing to [kim.thompson@tips-usa.com](mailto:kim.thompson@tips-usa.com).

### **2% REPORTING OF SALES TO TIPS**

Awarded Vendor will receive a monthly email for the TIPS Sales Submission Report. This spreadsheet report must be completed and returned to TIPS with the 2% of sales from TIPS Members if vendor has had sales paid during that month. If no sales were paid, then no report is due. **IT IS A REQUIREMENT THAT WE HAVE BACK UP INFORMATION SUBMITTED WITH THE SUBMISSION CHECK THAT IDENTIFIES THE MEMBER NAME, STATE, SALE AMOUNT, AND the 2% AMOUNT.**

### **PROCESSING PURCHASE ORDERS**

Awarded Vendor MUST direct TIPS members to email all PO's to [TIPSP0@tips-usa.com](mailto:TIPSP0@tips-usa.com). TIPS office will validate purchase orders and forward to you as the Awarded Vendor for processing. Member will receive an email confirmation of the PO approval and a link to print a letter of authorization for their files.

### **DOING BUSINESS IN WEST VIRGINIA**

If your company can serve members in West Virginia, you must review, agree, sign and forward by US Mail the enclosed **RESA-8 TERMS AND CONDITIONS** document in the addressed envelope. If you do not sign and mail this document, then your company will not be afforded

the opportunity to sell products or services to any of the West Virginia Members through the TIPS Vendor Awarded Contracts. Do not return this form to the TIPS, **Form must be mailed** to the **RESA-8 Office in West Virginia at 109 South College Street, Martinsburg, West Virginia 25401**. You must have this document signed by RESA 8 prior to selling products through TIPS to WV members.

#### **VENDOR WEB PAGE REVIEW**

Go to [www.tips-usa.com](http://www.tips-usa.com) Hover over “Contracts” and click on “All Contracts”. Find your company in the list and click on your company name. Take a moment to review the information posted for your company. Notify the TIPS office at 866-839-8477 of changes. If you would like to have your company logo displayed on your vendor page, you may email it to TIPS at [tips@tips-usa.com](mailto:tips@tips-usa.com) and we will be glad to add it to your vendor page. Format: (JPG – 350 x 350 Pixels – White or Transparent Background Color – Your logo does not have to be square; it has to fit on a 350 x 350 square space)

#### **SETTING UP VENDOR LOGIN AND PASSWORD FOR TIPS**

Individual Awarded Vendors must set up their own TIPS Login and Password. (Primary Contact Only) Here are the instructions:

1. Go to [www.tips-usa.com](http://www.tips-usa.com)
2. Hover over “Vendors” and click on “Vendor Login”.
3. Click on “Reset Password” link.
4. Enter your email address, verify email address and click on “Send”.
5. An automated email will be sent to the user. Click on the link in the email to complete the login setup.

Not all information can be changed by the vendor. If you are not able to update some information, notify the TIPS Office at [tips@tips-usa.com](mailto:tips@tips-usa.com) and request a vendor contract change. Some changes may require Board Action through an Addendum to the Vendors Contract. (i.e. name change, product changes, pricing, etc...)

You can also set up additional account users for your company. These users will not have the ability to make changes to the vendor profile. But they will be able to access TIPS Membership Information which will assist them in identifying new members for sales transactions.

To SET-UP ADDITIONAL USERS:

Hover over “My Account” and click on “Authorized Users – Click on Add Users. Fill in the required fields of information then click ADD. Users can be given FULL or VIEWER permissions. Full permission gives the user the same access as the Primary Contact. The person responsible for paying the TIPS 2% Admin Fee needs FULL permissions. *NOTE: the only person who can set up additional users is the Primary Contact for the Vendor Contract.*

#### **SIGNING UP NEW TIPS MEMBERS**

Awarded Vendors assist TIPS by signing up new TIPS members. New members bring in additional sales for all TIPS Awarded Vendors. Membership forms (Interlocal Agreement and Board Resolution) are available on the TIPS website. Click on Members then Click on the respective state to view/print documents.

# CERTIFICATE OF AWARDED CONTRACT



Awards

**McKinstry Essention Inc**  
an Awarded Vendor Contract  
For  
**Comprehensive HVAC Solutions & Services**

**Contract #1032615**

**Contract Effective Dates**

**Year One – 03/26/2015 – 03/26/2016**

**Year Two -03/26/2016 – 03/26/2017**

**Year Three -03/26/2017 – 03/26/2018**

\*Contract will automatically renew on the contract date if both parties agree and vendor has reported TIPS Sales during the previous 12 months.

*Dr. David Fitts*

Executive Director  
Region VIII ESC



Visit [www.tips-usa.com](http://www.tips-usa.com) for details on this Awarded Vendor