



## **TIPS – The Interlocal Purchasing System**

C/o Region 8 Education Service Center

Phone: 1-866-839-8477 | Fax: 1-866-839-8472

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August 24, 2017

The School Turnaound Group  
Mark E. King  
10211 Forestgrove Lane  
Bowie, MD 20721

RE: TIPS Awarded Contract – **Consulting and Other Related Services**  
TIPS Contract Number – **170602**

### **CONTRACT AWARD**

Congratulations! The Interlocal Purchasing System (TIPS) Board of Directors of Region 8 Education Service Center has awarded a contract to **The School Turnaound Group** for **Consulting and Other Related Services**. This contract will be in effect from **8/24/2017** through **8/27/2020**, with automatic annual renewal at each 12 month anniversary for the next **two** consecutive years, if both parties agree and vendor has reported TIPS sales. Total term of contract will be **36** months unless terminated for due cause.

### **CONTRACT ADDITIONS or UPDATES**

Only items submitted on the original proposal can be sold through this contract. If you need to change pricing or add products that are considered components of the awarded category, email the products, pricing with discount offered, to the TIPS office at [tips@tips-usa.com](mailto:tips@tips-usa.com).

### **RESELLERS or DEALERS**

As an Awarded Contract Holder, you may list Resellers or Dealers to your contract. The Awarded Vendor Contract Holder is responsible for reporting **all** Reseller Sales to TIPS. Resellers are only allowed to sell the items listed on the Awarded Vendor's Contract. If you need to add Resellers/Dealers to your contract, please contact the TIPS office at [tips@tips-usa.com](mailto:tips@tips-usa.com).

### **REPORTING OF SALES**

TIPS Sales **MUST** be reported each **MONTH**. Certain information is **REQUIRED** with the submission check, and can be sent along with the check or in an email to our Accounting Team at [accounting@tips-usa.com](mailto:accounting@tips-usa.com). A sales reporting template is available, to request the current reporting template or for questions regarding reporting of sales, contact the Accounting Team at [accounting@tips-usa.com](mailto:accounting@tips-usa.com). As a part of the TIPS accounting procedures, we will send out a statement of Open PO's every 90 days.

## **PROCESSING PURCHASE ORDERS**

Awarded Vendors **MUST** direct TIPS members to email all PO's to [tipspo@tips-usa.com](mailto:tipspo@tips-usa.com). The TIPS office will validate purchase orders and forward to you, as the Awarded Vendor for processing. The Member will receive an email confirmation of the PO approval and a link to print a letter of authorization for their files. If you have been notified by TIPS, you may be eligible for an "Automated Contract" which means you have an e-commerce site and take internet orders. Automated vendors must sign extra documentation accepting responsibility for sending sales to TIPS for all collected TIPS Sales.

## **VENDOR WEB PAGE REVIEW**

Please, take a moment to review the information posted for your company on the TIPS website.

- Go to [www.tips-usa.com](http://www.tips-usa.com)
- Hover over Contracts
- Click on All Vendors
  - Navigate to the Alpha Folder for your Company Name
  - Scroll through the vendor list and find your company
  - Click on your company name
  - Click through the individual tabs of your vendor profile page to confirm all your contact information is correct.

Notify the TIPS office at [tips@tips-usa.com](mailto:tips@tips-usa.com) if changes need to be made to your vendor profile.

## **VENDOR LOGO**

If you would like to have your company logo displayed on your vendor page, please email your logo to TIPS at [tips@tips-usa.com](mailto:tips@tips-usa.com).

*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.

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 in both boxes, click "Send"
5. You will receive a system generated email with a "reset" link,
  - a. Click on the link in the email to complete the setup

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

To access a user's guide for the TIPS Vendor Portal, click [here](#).

# CERTIFICATE of AWARDED CONTRACT



Awards

**The School Turnaround Group  
for  
Consulting and Other Related Services  
Contract #170602**

**Contract Effective Dates**

**Year One – 8/24/2017 thru 8/23/2018**

**Year Two – 8/23/2018 thru 8/22/2019**

**Year Three – 8/22/2019 thru 8/27/2020**

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

*Dr. David Fitts*

**Executive Director  
Region 8 ESC**



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