

Contract Number: 1102215 **Furniture**
Contract Period: October 22, 2015 – October 25, 2016
(2) possible 1-year auto renewals thru October 25, 2018

Contractor: Bay View Industries, DBA SurfaceWorks
c/o Dealer of Record
7821 S. 10th Street, Oak Creek, WI 53154



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TIPS (The Interlocal Purchasing System) The Solicitation contains language that allows the contract to be accessible nationally to public agencies in states whose laws allow for intergovernmental contract use (also known as "piggybacking" or "adopting")

FAQ/Answers: <http://www.tips-usa.com/faq.cfm>

- *What is TIPS?*
- *How does my organization benefit from using a purchasing cooperative like TIPS?*
- *How much does it cost to be a member of TIPS? \$0*
- *How does my organization become a member of TIPS?*
- *Does the TIPS purchasing process meet the purchasing requirements of my state?*

Who Can Use a TIPS Contract?

The Interlocal Purchasing System currently serves entities such as state and local governments and non-profit organizations, including but not limited to:

- K-12 school districts/Charter Schools
- Private Schools/Daycare Centers
- Colleges & Universities (State & Private)
- Cities/Municipalities
- Counties/Parishes/Churches
- Charitable Organizations
- State Agencies
- Other entities with legislated purchasing/bidding requirements

Membership: <http://www.tips-usa.com/newmember.cfm>

Purchasing: <http://www.tips-usa.com/howtopurchase.cfm>

Dealers: Contact your State Representative.
The state representative will assign a dealer based on location.

Terms: Dock Delivery. Installation and inside delivery quoted separately

Delivery: FOB Destination. \$95 net surcharge for orders under \$3,500 list

Payment Terms: Net 30. Credit Card Payments Accepted. 3% Processing Fee Applies.

Environmental Policies, Memberships and Certifications:
<http://www.surfaceworks.us/products/SwProductsGREENWORKS.html>

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Dock Delivery

List Price	End User Discount % Off List
\$1-\$35,000	52
\$35,001 - \$99,999	54
\$100,000-\$149,999	55.2
\$150,000-\$224,999	56.75
\$250,000 +	57.55

Service Name	Description	Hourly Fee	% Discount	TIPS Price
<i>Prices based on non-union, non-prevailing wage labor</i>				
Design Services	No product \$	\$91.00/hr	40	\$65.00/hr
Installation for reconfiguration	No product \$	\$105.00/hr	40	\$75.00/hr

Installation & Inside Delivery:

Quoted through dealer

Dealer Discount:

See chart above

Client PO:

Must be included with order to show discount applied

List Price:

<http://www.surfaceworks.us/swcatalog.html>

Sales Representative:

<http://www.surfaceworks.us/SwFindSalesReps.asp>

TIPS COMPETITIVE BID PROCESS

The Interlocal Purchasing System (TIPS) is a National Cooperative Purchasing Program for use by schools, colleges, universities, cities, counties, non-profits and other government entities. Membership is available in all 50 states. Region 8 Education Service Center, located in Pittsburg, Texas is the lead agency for the cooperative. The Education Service Centers were established by the Texas Legislature by Chapter 8 of the Texas Education Code: <http://www.statutes.legis.state.tx.us/Docs/ED/htm/ED.8.htm> The bidding statute for the lead agency is Chapter 44.031 of the Texas Education Code: <http://www.statutes.legis.state.tx.us/Docs/ED/htm/ED.44.htm>

TIPS competitively bids and awards all vendor contracts.

All proposals are posted on the web at www.tips-usa.com/rfp.cfm and www.RFPDB.com. The proposals are advertised locally in the Pittsburg Gazette (Pittsburg, Texas), The Advocate (Baton Rouge, LA) and in the USA Today (National Publication). The advertising affidavit, along with the corresponding proposal documents, can be accessed on the TIPS website from any vendor profile.

Proposals are posted for a minimum of 21 days, and scored by a Review Committee. The scoring process utilizes a seven-category rubric: Price – 30%; Reputation – 10%; Quality of Goods – 10%; Meet Criteria – 15%; Past Relationship – 15%; Long-Term Cost – 10%; Delivery Time – 10%. Vendors must score 80% on the scoring rubric. Bid tabulations can be provided upon request.

Recommendations for Multiple Vendor Contract Awards are made to the Region 8 Board of Directors for approval at regular scheduled monthly meetings. Vendor Contracts are awarded for 12 months and may be

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Recommendations for Multiple Vendor Contract Awards are made to the Region 8 Board of Directors for approval at regular scheduled monthly meetings. Vendor Contracts are awarded for 12 months and may be renewed for an additional two (2) year term. (Except for these two categories: Trades, Labor and Materials; and General Services – these categories are only an annual contract.)

For legal questions contact:

Powell & Leon, LLP Austin, Texas **Rick Powell** rpowell@powell-leon.com (512) 494-1177

For additional information please contact:

Kim Thompson, TIPS Office Manager at 4845 US Highway 271 North, Pittsburg, Texas 75686
kim.thompson@tips-usa.com or (866) 839-8477.

David Mabe, General Manager at david.mabe@tips-usa.com or (903) 243-4759

Jeff Shokrian, Business Development Manager at jeff.shokrian@tips-usa.com or (832) 752-5978 **Blenda McNatt**, TIPS Director at blenda.mcnatt@tips-usa.com or (903) 575-2621

TIPS CONTACT INFORMATION		
Lead Agency - Region 8 Education Service Center		
Executive Director - Dr. David Fitts (903) 572-8551 - dfitts@reg8.net		
Chief Financial Officer (TIPS Director) - Blenda McNatt (903) 575-2621 - bmcnatt@reg8.net		
4845 US Highway 271 North Pittsburg, TX 75686 Toll Free Phone: (866) 839-8477 Toll Free Fax: (866) 839-8472		
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TIPS Conference Representative Mike McCallum mike.mccallum@tips-usa.com (903) 277-1776	TIPS Representative - Oklahoma Lee Roy Pettyjohn leeroy@redriverok.com (580) 920-4572	TIPS Conference Representative Charlie Martin charlie.martin@tips-usa.com (903) 739-0736
TIPS Marketing Partners:		
Arkansas:	Arkansas School Boards Association	
	Dawson Educational Cooperative	
	Arkansas Municipal League	
	Association of Arkansas Counties	
Illinois:	Township Officials of Illinois, Illinois Park Districts	
Oklahoma:	Organization of Rural Oklahoma Schools	
Tennessee:	Clinch-Powell Educational Cooperative	
Texas:	Regional Education Service Centers - 1, 2, 3, 5, 6, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19 and 20	
West Virginia:	Regional Education Service Agencies	