

- CONTRACT:** 200301 Furniture, Furnishings and Services
- PIGGYBACK:** 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")
- CONTRACT PERIOD:** May 23, 2020 – May 31, 2023
- CONTRACT HOLDER:** Bay View Industries, dba SurfaceWorks
 7821 S. 10th Street, Oak Creek, WI 53154

 Kelly Ciezki Kelly.Ciezki@SurfaceWorks.us
 Phone: 414-570-2677, Fax: 414-570-2676
- LIST PRICE:** <http://www.surfaceworks.us/resources>
- END-USER PO:** Client PO must be included with order to show discount applied.
- ANCILLARY SERVICES:** Installation & Assembly pricing varies per project. Quoted separately through Dealer
- PAYMENT TERMS:** Net 30. Government commercial credit cards accepted, 3% Processing Fee applies. **\$95 net surcharge for orders under \$3,500 list.**
- SALES REPS:** <https://www.surfaceworks.us/Find-A-Rep>
- DEALER DISCOUNT:** Dealer sells to end-user at discount below. SurfaceWorks sells to the dealer at the dealer discount. Dealer keeps the difference.

DISCOUNTING:

LIST PRICE DOCK DELIVERY	End-User Discount % Off List	
\$1-\$34,999	52.00	
\$35,000-\$99,999	54.00	
\$100,000-\$149,999	55.20	
\$150,000-\$224,999	56.75	
\$225,000 +	57.55	

LIST PRICE DELIVER & INSTALL	End-User Discount % Off List	
\$1-\$34,999	44.00	
\$35,000-\$99,999	45.00	
\$100,000-\$149,999	46.00	
\$150,000-\$224,999	47.00	
\$225,000 +	48.56	

DISCOUNTING:

Service Name	Hourly Fee	% Discount	TIPS Price*
Design Service	\$110.00/hr	40.00	\$66.00/hr
Reconfiguration for Install	\$125/hr	40.00	\$75.00/hr

*Prices based on non-union, non-prevailing wage labor

SPIFF ELIGIBLE: 2% with signed Dealer Agreement.

END-USER REGISTER: <http://www.tips-usa.com/newmember.cfm>

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

ENVIRONMENTAL: <http://www.surfaceworks.us/resources>

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>

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 TIPS CONTRACTS?

There are over 90,000 agencies nationwide from both the public and nonprofit sectors that are eligible to utilize NCPA's cooperative purchasing contracts. These include, but are not limited to the following agency types:

- School Districts (including K-12, Charter schools, and Private K-12)
- Higher Education (including Universities, Community Colleges, Private Colleges, and Technical / Vocational Schools)
- Cities, Counties, and any Local Government