



The Interlocal Purchasing System

Sponsored by MARE



MARE and TIPS

Meeting with Ray Patrick

Presentation to the MARE Board

Legal Work

TIPS in Missouri (January of 2007)

1st Sales Revenue (3rd Quarter 2007)



What is TIPS?

The Interlocal Purchasing System is sponsored by the Region VIII Education Service Center (ESC8) and is located in Mt. Pleasant, Texas.

TIPS is available for use by all public and private schools, colleges, universities, cities, counties, and other government entities in the State of Missouri.



What is TIPS?

Vendors with TIPS competitively awarded contracts have agreed to provide the best pricing, terms and conditions available to similar customers.

Vendors and participating entities both benefit.

The participating entity avoids the time and expense of going through the bidding process.



What is TIPS?

If a vendor is successful competing for a TIPS contract, the vendor can avoid the time and expense of going through the competitive bidding process for each individual participating entity.



Why TIPS?

Government agencies need assistance with purchasing:

Not enough staff

Not enough expertise

Not enough time & resources

Not individually large enough to get the best contracts



How are TIPS Contracts Awarded?

TIPS Evaluates Competitive Proposals on the following criteria:

Quality of product line offered

Quantity of line items available that are used by participating agencies

Customer support

Suppliers demonstrated ability to perform

Pricing



What Commodities are Available to Members?

Modular Buildings (Mobile Modular)

HVAC (Carrier)

Computer Equipment (CDW)

Industrial Supplies (Mico, Inc.)

Office Supplies (BizSupplies)

**Instructional Furniture (Virco and
MISSCO)**

Surveillance Systems (KLC Security)

Roofing (D.K. Haney)

And many more...



How does a school district, institute of higher learning or government entity join?

The school district or other government entity signs an Interlocal Agreement and a Board Resolution with Region VIII E.S.C.

<http://www.tips-usa.com/missouri/themembership.cfm>



What is the Cost to Join?

TIPS does not charge any membership fees for participating entities. The total cost of the TIPS program is funded through a fee paid by the participating vendors that is based on actual sales.



Who Uses TIPS?

TIPS has over 850 active participating government agencies throughout the States of Texas, Arkansas, Missouri and Oklahoma.

Over \$25,000,000 in sales revenue in 06-07 and growing...



How To Use the Web Site:

www.tips-usa.com

- * Click on Missouri
- * Click on Awarded Vendors
- * Sort by Vendor and Click on Go
- * Click on Vendor Link



New TIPS On-line Store Sample

<http://www.costore.com/tips>

The Interlocal Purchasing System



Home My Account View Order Checkout Contact Us

Welcome!, David Mabe

Item Qty: 10
Item Subtotal: \$499.90

My Order

Product	Qty	Price	Total
 Quality Park Redi- Strip Window Envelopes OPTION: Business Envelopes,wfWindow,Redi-Strip,4-1/8x9-1/2,White ENV,#10 WDW,RDYSTRIP -	<input type="text" value="10"/>	\$49.99	\$499.90

- Order More of this Product
- View More
- Delete Item from My Order
- View Purchase Details

Make any quantity changes above? Click [Update](#)

[Checkout](#)



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School Tools Web Application

Technology Help Desk

Maintenance Requests

Transportation System

Online Surveys

Off-Site Data Backup

Notification System (Email and
SMS)