



4845 US Hwy 271 North | Pittsburg, TX 75686
www.tips-usa.com 866-839-8477 tips@tips-usa.com

March 27,2018

Johnson Controls Inc
Tom Staves
50 Technology Drive
Westminster, Massachusetts 01441

RE: TIPS Awarded Contract – **Comprehensive HVAC Solutions and Services**
TIPS Contract Number – **18010101**

CONTRACT AWARD

Congratulations! The Interlocal Purchasing System (TIPS) Board of Directors of Region 8 Education Service Center has awarded a contract to **Johnson Controls Inc** for **Comprehensive HVAC Solutions and Services**. This contract will be in effect from **03/22/2018** through **03/26/2020**.

CONTRACT ADDITIONS or UPDATES

Only items submitted on the original proposal can be sold through this contract. If you need to change pricing pursuant to the RFP terms and conditions 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.

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 included 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. You may also give your Resellers/Dealers this [document](#) outlining the correct purchase process they need to follow

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. 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. As a part of the TIPS accounting procedures, we will send out a statement of Open PO's every 90 days.

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PROCESSING PURCHASE ORDERS

Awarded Vendors **MUST** direct TIPS members to email all PO's to 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. You may view a quick reference purchase process detailed [here](#).

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
- > 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 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.

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
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 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](#).

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CERTIFICATE of AWARDED CONTRACT



Awards
Johnson Controls Inc
for
Comprehensive HVAC Solutions and Services
Contract No 18010101

Dr. David Fitts
Executive Director
Region 8 ESC



Visit www.tips-usa.com for details on this Awarded Vendor

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