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[www.tips-usa.com](http://www.tips-usa.com) 866-839-8477 [tips@tips-usa.com](mailto:tips@tips-usa.com)

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May 25, 2018

Teachstone Training LLC  
Scott Guengerich  
675 Peter Jefferson Parkway, Suite 400  
Charlottesville, VA 22911

RE: TIPS Awarded Contract – **Consulting and Other Related Services (2)**  
TIPS Contract Number – **180402**

### **CONTRACT AWARD**

Congratulations! This award is for a non- JOC agreement award or a Part 1 award on a two part solicitation. The Interlocal Purchasing System (TIPS) Board of Directors of Region 8 Education Service Center has awarded a Agreement to **Teachstone Training LLC for Consulting and Other Related Services (2)**. This Agreement will be in effect from **05/25/2018** through **05/31/2021**.

### **CONTRACT ADDITIONS or UPDATES**

Only goods and services awarded can be sold through this Agreement. 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](mailto:tips@tips-usa.com). Discount on new items in the catalog must comply with the minimum discount proposed in the original proposal.

### **RESELLERS or DEALERS**

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

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## 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 Agreement" 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](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](#).

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# CERTIFICATE of AWARDED CONTRACT



**Awards**  
**Teachstone Training LLC**  
for  
**Consulting and Other Related Services (2)**  
**Contract No 180402**

**Dr. David Fitts**  
**Executive Director**  
**Region 8 ESC**



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

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