



The Interlocal Purchasing System (TIPS) The Interlocal Purchasing System (TIPS) is a national purchasing cooperative that offers access to competitively procured purchasing contracts to its membership. TIPS is housed at and managed by the Region 8 Education Service Center located in Pittsburg, Texas.

<https://www.tips-usa.com/>Vendor Contract: 220303

Valid thru May 31, 2027

Systems Minimum Discount: 70% (Landed/Installed)

Seating Minimum Discount: 53% (Delivery and Assembly allowed up to 15% of Net Seating)

Open Plan Systems will provide quotes and drawings to ultimate customer.

Purchase Orders will be directed to Open Plan Systems.

Systems Commission: Open Plan Systems will provide commission on component sales and installation by calculating the difference between the discount on the Sales Order and 82%. Payment will be generated upon invoice payment directed to Open Plan Systems.

Example: \$100,000 List Quote. Net at 70%: \$30,000. Net at 82%: \$18,000.

Commission & Install: \$12,000

Seating Commission: Open Plan Systems will provide commission on Seating sales and by calculating the difference between the discount on the Sales Order and 67%. If 15% of Net Assembly was included in the PO then OPS will include that amount in the payment to the Dealer. Payment will be generated upon invoice payment directed to Open Plan Systems.

Example: \$25,000 Seating List. Net at 53%: \$11,750. Net at 66%: \$8,500.

Assembly at 15%: \$1,762.50. Commission & Assembly/Delivery: \$5,012.50

Dealer has the authority to go with higher discount on stations (i.e. 72% for stations) if they encounter a competitive situation but not seating. This contract is only available for Dealers of Record in good standing with Open Plan Systems.