

# NATIONAL IPA FAQ.

---

[HTTP://OFSBRANDS.COM/CONTENT/NATIONAL\\_IPA](http://ofsbrands.com/content/national_ipa)

As previously announced, National IPA and TCPN Management Group are now one organization. National IPA and TCPN's combined lead agency cooperative contracting process, in addition to their strength in the state, local, higher education and K-12 markets deliver an unparalleled cooperative solution to the public sector.

## ELIGIBILITY:

### Who can access the National IPA contract?

State & Local Government:

- States
- Counties
- Cities / Municipalities
- Special Districts (i.e.: transportation, water, etc.)
- Authorities (i.e.: airports)

Schools and Universities

- K-12 Schools (Public and Private)
- State Colleges and Universities
- Private Colleges and Universities
- Charter Schools

Non profits including but not limited to:

- Charitable Organizations
- Religious Organizations
- Foundations
- Museums
- Credit Unions
- Associations
- Electric Cooperatives

*\*If you still aren't sure, contact Anna McClelland at [amcclelland@ofsbrands.com](mailto:amcclelland@ofsbrands.com) 704-771-9003 or Nancy Long at [NLong@ofsbrands.com](mailto:NLong@ofsbrands.com) with the complete name of the client.*

### Does the agency need to be a participant of National IPA to participate? And if so, is there a member number to reference?

Registration is very easy and offers many benefits! Registration is available by visiting [http://ofsbrands.com/content/national\\_ipa](http://ofsbrands.com/content/national_ipa) or [www.NationalIPA.org](http://www.NationalIPA.org). A member number is assigned within 48 hours of registration. OFS Brands does not require that the member number appear on orders. Refer to our Client Packet for order instructions.

### How can I tell if an agency is already registered?

Ask via email at [NationalIPA@ofsbrands.com](mailto:NationalIPA@ofsbrands.com). OFS Brands employees with a login can also access the database. If you are an OFS Brands employee and need a personalized login contact Anna McClelland.

### Can an agency use the program instead of going out to solicitation/bid?

Yes, our National IPA contract is the result of an award by a governmental lead public agency, Region 4 Education Service Center, using a competitive solicitation process. This negates the need for further competition in most cases.

## SCOPE:

### Which OFS Brands products are included?

All brands and all products are included. Including OFS, First Office, Carolina, Loewenstein and Highmark.

### Is Quickship available?

Yes. All QuickShip programs from all brands are included.

## FEES/PROCESS:

### Is there a fee or client rebate associated with joining National IPA?

No, there are no costs, minimum spend requirements, or user fees to participate or register. The contract offers our best price up front so that clients are guaranteed the best price available day one, eliminating the need for rebates.

### My state has its own contract. Which should I use?

The client should determine which contract is best for them based on their policies. National IPA provides many benefits over state contracts including the best price because of the aggregation of purchasing power of public agencies nationally. In addition, the OFS Brands contract is available for many agencies that cannot access state contracts.

### Is additional discounting available?

The OFS Brands contract features volume tiers as well as a negotiable level at \$500,000.00 of net (sell) price volume.

### Where can I find the terms and conditions?

Download the Client Packet and other contract details from [http://ofsbrands.com/content/national\\_ipa](http://ofsbrands.com/content/national_ipa)

### As an OFS Brands dealer, how do I price and enter orders?

Refer to the dealer packet available from your OFS Brands representative or request one from [NationalIPA@ofsbrands.com](mailto:NationalIPA@ofsbrands.com).