



## GREAT OPENINGS DEDICATED DEALER – TIPS FACT SHEET

Confidential – Dealer only distribution

**Great Openings Contract #:** 210305, Furniture, Furnishings, and Services

**Contract Effective Dates:** 6/1/2021 – 5/31/2026

**Great Openings TIPS Profile Link:** [www.tips-usa.com/vendorProfile.cfm?RecordID=513A0EBF29B4767BC7D8933726F4F5D4](http://www.tips-usa.com/vendorProfile.cfm?RecordID=513A0EBF29B4767BC7D8933726F4F5D4)

**Contract Administrator:** Ryan McAuliffe 231-845-3165, [rmcauliffe@greatopenings.com](mailto:rmcauliffe@greatopenings.com)

**Contract Customer Service:** Rita Hansen 231-845-3158, [rita@greatopenings.com](mailto:rita@greatopenings.com)

Great Openings is excited to offer you a powerful new sales tool to help you manage the sales cycle with your publicly funded Education, Government and Non-Profit clients. TIPS is a Cooperative “piggybackable” contract alternative that will help you streamline the sales process and control the competitive landscape by allowing agencies to bypass the expensive and time-consuming bid process. TIPS will allow you to secure the order without “bid” competition while saving the agencies both time and money. Potential customers to apply the TIPS contract are:

K-12 School Districts, Charter Schools, Universities, Private Schools, Special Education Districts, Cities, Counties, States & State Agencies, Federal Agencies, Emergency Service Districts, Park & Water Districts, Native American Tribes, Transportation Authorities, Churches, Hospitals, Nursing Homes, Member Associations, Charitable Organizations, Etc.

### Rules of the Road and Ordering Procedure:

- A publicly funded Education, Government or Non-Profit agency must be a TIPS member before you can leverage this contract. It is free, quick and easy with no obligation to become a TIPS member. Just tell your client to register online at: [www.tips-usa.com/newmember.cfm](http://www.tips-usa.com/newmember.cfm)
- Dealer must be an active Great Openings dealer in good standing and on our TIPS reseller list to participate on the TIPS contract.
- All TIPS Member orders will be governed by the TIPS discount schedule that can be found on separate cover and on our website TIPS Contract landing page
- Before completing a TIPS purchase, dealer must submit a request to Great Openings for a written TIPS Member Quote with the TIPS contract number on the quote
- If the TIPS Member decides to proceed with the purchase, the Member must submit the TIPS Quote and Purchase Order (**payable to Great Openings**) to [tipspo@tips-usa.com](mailto:tipspo@tips-usa.com). It is important for both documents to reference the TIPS Contract Number and the Dealer of Record. Dealer of Record should notify Great Openings of pending order and copy us (order, quote & special instructions). To prevent important details slipping through the cracks, please ensure that TIPS Members include all order instructions on the purchase order as we may not see their cover page emails.

### Dedicated Dealer Commission Schedule:

#### July 2024 GO

Price Book List Price	Dealer Commission Dock Delivery	Dealer Commission Delivered & Installed
\$1 - \$7500	29%	36%
\$7501 - \$50,000	25%	32%
\$50,001 - and up	21%	28%

- Dealer is responsible for local delivery and standard installation costs outlined in the TIPS member fact sheet.
- Commission payments are administered monthly on TIPS invoices that have closed / paid in the previous calendar month.
- Delivered & Installed discount is based on Non-Prevailing / Non-Union Wages. Prevailing & Union wage scenarios and non-standard installation costs are to be negotiated between dealer and TIPS member.