

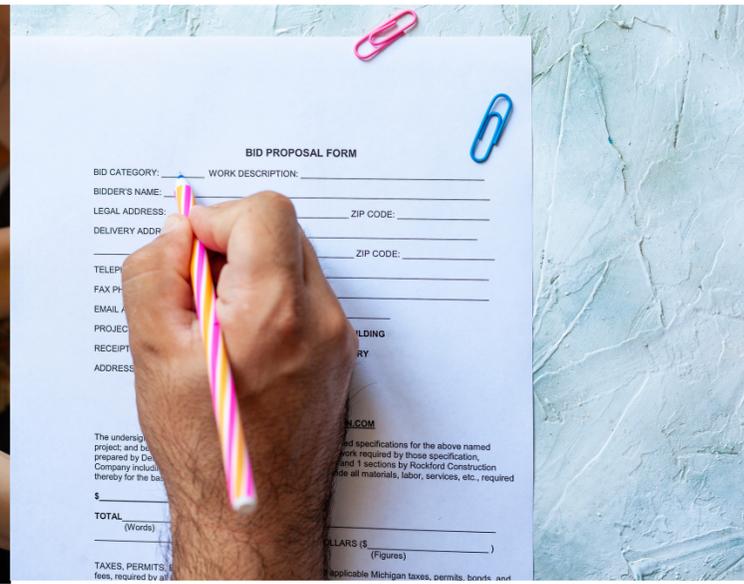
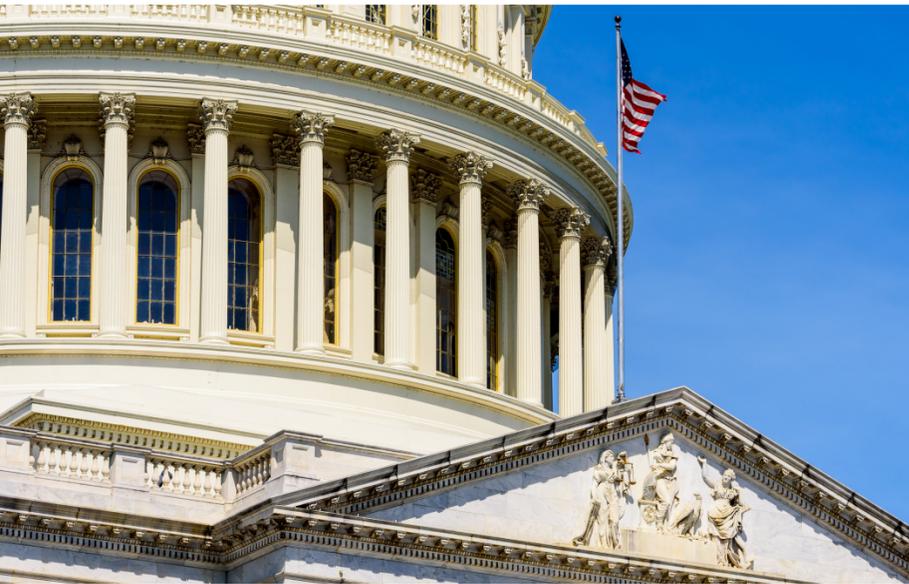
# THE POWER OF PARTNERSHIP

# TXShare & YOU!

**TXShare**  
Your Public Sector Solutions Center



# Today we'll discuss



How government and non-profit agencies have changed the way they are doing business.

Who is TXShare?  
How did the program originate?

The benefits and value of your cooperative contract.

How to leverage your TXShare contract resources.

# Today's Marketplace

## Purchasing culture has changed

- Agencies are shopping and buying through cooperative contracts
- Fewer opportunities to respond to bids and RFPs
- Successful companies have cooperative contracts



# Who is TXShare?

- A direct outcome of municipal governments partnering together to identify common needs for public entities across and **beyond** the State of Texas.
- Local governments and non-profit entities across all 50 states are eligible to participate in the TXShare program at no cost to them.
- Each TXShare contract was procured under strict Uniform Guidance (2 CFR 200).
- Each contract was competitively sourced in a sealed-proposal method independently evaluated by subject matter experts.



# Who are our TXShare Members?



## State and Local Government Entities

- Cities
- Counties
- States & State Agencies
- Special & Water Districts
- Native American Tribes
- Port & Transportation Authorities



## Public and Private Education

- K-12
- Special Education Districts
- Charter Schools
- Higher Education/Universities

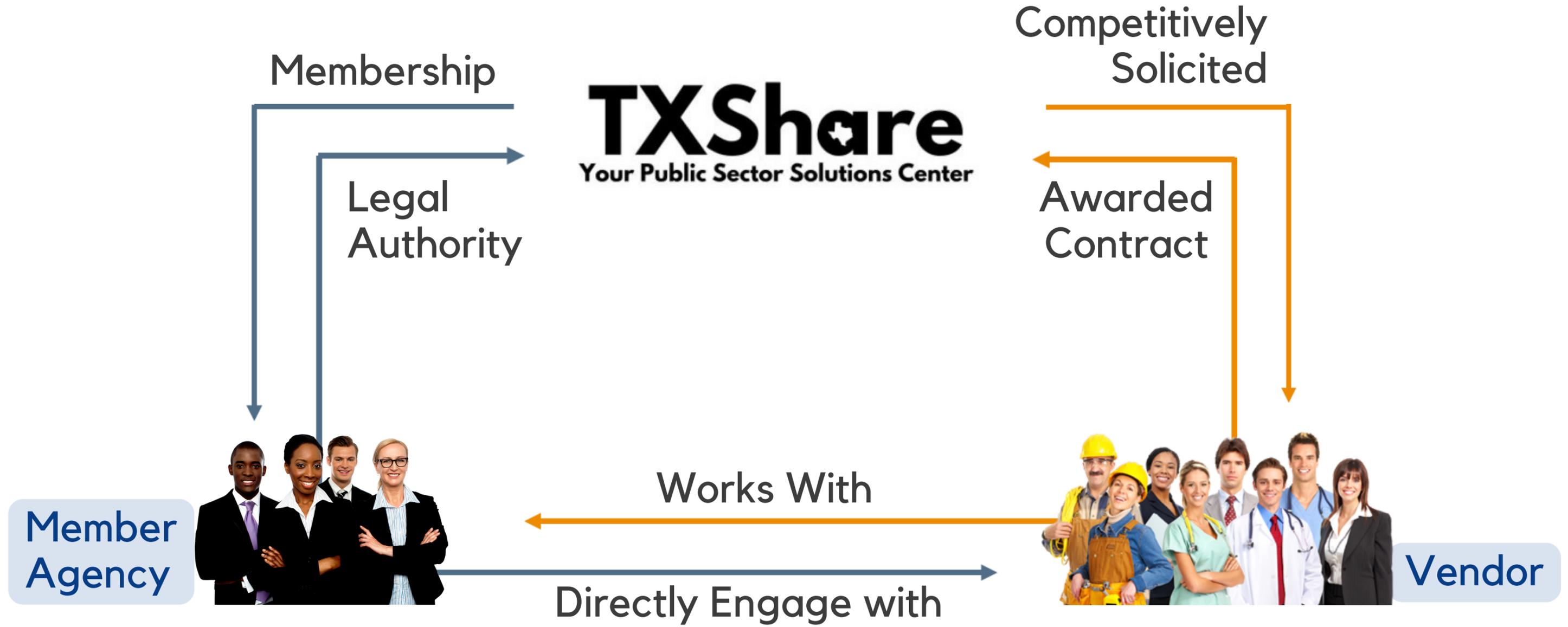


## Nonprofits (tax-exempt organizations)

- Hospitals & Nursing Homes
- Rural Power Cooperatives
- Housing Authorities
- Member Associations

# How it works?

*A LEGAL contracting pathway between buyers and vendors*



# POTENTIAL PURCHASERS HAVE:

## 2 Decisions:

- What am I going to buy?
- How am I going to buy it?

## 2 Choices:

- Do I need to bid it?
- Do I just need to follow a competitive process?



# Purchasing Power of TXShare

## Traditional Bid

## TXShare Contract

Identify Prospect and Build Relationship

- ✓ • Spec out equipment
- ✓ • Advertise Bid
- ✓ • Respond to Bid
- ✓ • Bid Opening
- ✓ • Bid Evaluation
- ✓ • Award Lowest Bidder
- ✓ • Protest Period

- P.O. Issued

- Deliver Equipment
- Receive Payment



✓ Done by TXShare

- P.O. Issued

- Deliver Equipment
- Receive Payment

# Purchasing Power of TXShare

- Save Time (time = money)
- Legally Compliant
- Efficient
- Ship Products Faster
- Receive Payment Faster

Satisfying the competitive solicitation requirements, NOT skipping them!

# Value of TXShare Membership

- Streamlines the purchasing process with potential buyers
- Your TXShare membership establishes the necessary relationship with TXShare members to purchase from
- Access to Complimentary & Reduced Cost Training
- Access to TXShare Advisory Team

# Vendor Resources

**TXShare**  
Your Public Sector Solutions Center  
Awarded Contract  
Night Vision Solutions

**CONTRACT INFO**  
**PRICING**  
**VENDOR SITE**

Term ending: 06/25/2023

**SupplyCore**  
Contact Information:  
[Michael Baumeister](#)  
Sales  
(414)400-1590

**Included Products:**

- Night Vision Binoculars
- Night Vision Cameras
- Night Vision Goggles
- Digital Night Vision Products
- Clip-on Devices
- Infrared Illuminator Devices
- Day/Night Vision Weapon Scopes
- Monocular Night Vision Devices
- Thermal Imaging Devices
- Mounting Products and Accessories
- Night Vision Device Parts and Components
- Installation or Repair of Night Vision Products and Devices
- Training Material/Classes

**BECOME A TXSHARE MEMBER - FREE**

**TXShare**  
Your Public Sector Solutions Center

Home Available Contracts Membership Vendors About Us/Contact Us FAQ Search

## Night Vision Solutions

**SupplyCore**  
SupplyCore

SupplyCore's products include the following.

- Night Vision Binoculars
- Night Vision Cameras
- Night Vision Goggles
- Digital Night Vision Products
- Clip-on Devices
- Infrared Illuminator Devices
- Day/Night Vision Weapon Scopes
- Monocular Night Vision Devices
- Thermal Imaging Devices
- Mounting Products and Accessories
- Night Vision Device Parts and Components
- Installation or Repair of Night Vision Products and Devices
- Training Materials and Classes

**Term End Date:** 6/25/2023

[Master Services Agreement](#)

[Price List](#)

[Amendment Year 1](#)

[Night Vision Solutions RFP](#)

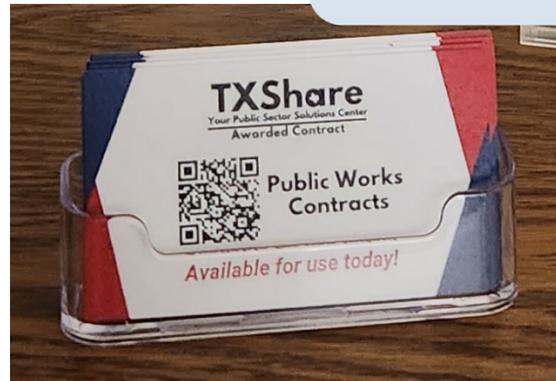
[Michael Baumeister](#)  
Sales  
414-400-1590

## Your Contract Landing Pages

# Vendor Resources



TXShare Vendor Flag



Vendor Cards



Contract Menu

## Vendor Outreach Materials

# Thank you!

## Your TXShare Team



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