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TIPS CONSTRUCTION NEWS

A quarterly newsletter brought to you by the TIPS Construction Team

VOL. 1, ISSUE 2

7.5.2022

Top stories in this newsletter



In the news

TIPS is very excited to announce another milestone that occurred the last week of June, 2022.



Compliance Corner

The compliance advantages of utilizing TIPS to facilitate public purchasing are countless.



Project Spotlights

Read more about some exciting TIPS Construction projects and hear from the people involved.



Talk with Tara
Cooperative
Procurement:
Today's
Contracting
Tool,
Tomorrow's
Contracting
Strategy.



Coming Soon!

TIPS VENDORS - In partnership with TIPS, a brand new GPO to connect companies across the United States with procurement services, including a state-of-the-art e-Marketplace. Be one of the first to offer your products and services. Click [HERE](#) for more information.

Upcoming TIPS Facility Bids

The following facility categories are set to bid:

[September 1, 2022](#)

Scoreboards

[October 6, 2022](#)

Asbestos and Abatement Services

[November 3, 2022](#)

Commissioning and Testing Services for Facility Systems

For a complete list of bid opportunities go to the [TIPS eBid System](#).

In the news

TIPS is very excited to announce another



milestone that occurred the last week of June, 2022. The yearly TIPS sales eclipsed \$1,000,000,000 for the first time in our 20 year history, with two months left in our current year.

A big thank you goes out to our loyal members and vendors that trust us with your procurement needs. This is a long way from

our beginnings as a small, regional purchasing cooperative. But what that means to you is a broader portfolio of contracts that provide quality pricing and service opportunities. Click [HERE](#) for a complete list of facility contracts and vendors.

TIPS is one of the few national, state or regional purchasing cooperatives that has a dedicated construction team to assist our member agencies and contracted vendors. There are currently seven people that serve on the [TIPS Construction Team](#), with well over 100 years of combined experience. The primary focus of our team is project compliance, lead by Heath Hinton. Heath is in daily contact with our members and vendors, and can review a proposal that you received from a TIPS Vendor. The best place to send your proposal for review is compliance@tipsconstruction.com or contact Heath directly at (903) 573-4901.

Gene Hawk leads first level construction support, another critical offering from our team. Gene comes from the K-12 sector with twenty years' experience as a Facility Director and an independent construction consultant completing over a billion dollars of construction activities in his career. Gene's experience with public entity procurement, cooperative contracts, public finance and understanding the public agency facility needs, along with his construction experience are his unique traits. Gene's experience working with Construction Managers, General Contractors, Engineers, and Architects will be of great value when connecting vendors and members. The best way to contact Gene is by email at construction@tipsconstruction.com or direct at (479) 234-7639.

Please keep us in mind for any of your future construction project needs.

- David Mabe
Vice-President of Construction
(903) 243-4759

Compliance Corner



Greetings from TIPS Legal.

Whether you are an awarded TIPS Vendor, a public entity TIPS Member, or an entity considering joining one of those categories, it is important to understand the purpose and benefits of cooperative purchasing and purchasing through TIPS specifically.

As a TIPS Member, understanding the compliance benefits can help you pursue the ease, efficiency, and cost-effectiveness of cooperative purchasing as frequently as the law allows. As an awarded TIPS Vendor, it is helpful to understand the benefits so that you can market your TIPS Contract to public entities and qualifying non-profits when appropriate and helpful to the customer.

These offerings have become increasingly beneficial as governmental entities such as public schools, municipalities, and agencies, throughout the United States are continuously struggling with limited funding, complying with extensive state and federal public procurement laws, maintaining transparency, and with the necessity of constantly procuring all goods and services necessary to operate in a manner that best

serves the public. It is understood that the intent behind the stringent regulation of public purchasing was to promote competition, encourage integrity, and obtain the most effective and efficient expenditure of public funds. However, as public purchasing regulations have evolved and become more complex, the practice of public purchasing and selling to public entities now seems fraught with unnecessary complications. Often, qualified vendors are willing and ready to meet the urgent, specific, or time-sensitive needs of public entities but cannot do so until the rigorous and time-consuming competitive procurement process is complete.

That is where cooperative purchasing comes in. The American Bar Association Model Procurement Code for State and Local Governments defines “Cooperative Purchasing” as, “Procurement conducted by, or on behalf of, one or more Public Procurement Units.” In essence, cooperative purchasing through TIPS is the joining together of two or more public entities, as permitted by law, to aggregate their purchasing powers and satisfy their entities’ needs with competitively procured goods and services from vetted Vendors. Utilizing this procurement method through TIPS provides a valuable and necessary solution that meets both the applicable legal requirements and connects qualified vendors with public entities in need of goods and services. TIPS is not a commercial entity, we are not a contracted third-party, we are a department of a governmental entity created to serve other governmental entities and the Vendors who best serve those governmental entities. Our Lead Agency is Region 8 Education Service Center (“Region 8 ESC”) which is a government entity, commissioned by the Texas legislature to assist public school districts in improving student performance and increased efficiency. Region 8 initially recognized the incredible benefit TIPS provided its regional school districts and awarded Vendors through its facilitation of legal, compliant, transparent, and competitive sales. TIPS now offers that same benefit to Vendors and Members on a much larger, national scale.

The compliance advantages of utilizing TIPS to facilitate public sales are countless. When permitted by law, instead of Vendors and Members expending time, money, and resources on the extensive competitive bidding process, the use of TIPS, allows public entities to quickly select and purchase their preferred products or services from highly qualified, competitively evaluated Vendors within a matter of minutes. Cooperative purchasing through TIPS saves Members and Vendors significant time and money, fosters competitive contract prices, and connects public entities with qualified, sought-after Vendors ready to serve their immediate needs. In a world where public entities often see a waning of resources but an increase in demands, TIPS can be an incredible tool that allows entities to legally, efficiently, and transparently procure the goods and services required to operate successfully from the Vendors most prepared to meet those needs.

A notable compliance benefit of TIPS specifically is that TIPS’ legal team, specializing in public procurement, drafts every solicitation and contract document and evaluates every Vendor proposal. Generally, cooperative purchasing is a legal method for governmental entities to join forces to potentially expedite and increase the efficiency of public procurement. TIPS continuously strives to build and improve upon the already beneficial process of cooperative purchasing. As a government entity itself, TIPS does this by carefully completing the extensive competitive procurement process on behalf of our public entity Members and connecting those Members with highly qualified TIPS Vendors who are willing and ready to meet the endless purchasing needs of these public entities.

Whether you have a question about becoming a TIPS Vendor or Member, management of your TIPS contract(s) or account, procuring or selling goods/services/construction, or the legal aspects of public procurement, we have a department of knowledgeable professionals ready to assist. Facilitating public entity purchasing through unmatched customer service and legal compliance is who we are and what we do. We welcome you visit our public website at www.tips-usa.com or reach out to us directly to learn more.

- Sarah Reynolds
Attorney at Law
Deputy General Counsel/Contract Manager (CTCM)
ESC Region 8/The Interlocal Purchasing System (TIPS)
(866) 839-8477



Coryell Roofing Construction Project Spotlight

Project Overview:

Fort Smith Public Schools - Fort Smith, AR

- A new mechanically attached roof system over ½” gypsum to provide a severe hail rated system
- The system was installed over the existing metal roof system providing a watertight 20 year warranty without any disruption to the construction going on inside
- New gutters for proper water control

Quote from Keenan Young, Coryell Roofing and Construction General Manager:

“Coryell was engaged at the end of October by Fort Smith School District to help out with an immediate need at the Peak Innovation Center: the school needed 175,000 square feet of roofing put on inside of 2 months in an industry that was seeing lead-times for materials ranging from 3 months to a full year. Utilizing our partnership with **Duro-Last** as well as TIPS to contract the project quickly, Coryell moved forward securing the materials needed and getting to work. With a January 1st deadline Coryell started laying materials on the 13th of December and punched out their final finish detail on December 27th – 14 working days to cover 3 football fields of roof! For Coryell, this project exemplified the motto: The difficult we do immediately; the impossible takes a little longer!”

Quote from Shawn Shaffer, Supervisor of Facilities at Fort Smith Public Schools:

“I was opening a school, running into some supply issues, and was not going to meet the deadline for a sizable roofing project. I met Coryell Roofing at a conference, listened to their presentation, and told them about a critical timeline situation that I was in – they said they might be able to help. We set up a meeting, and Coryell claimed they could meet the timeline. They exceeded what they claimed. Coryell obtained the material and installed a massive roof in about three weeks. It was incredible how they kept me abreast of any potential problems; Coryell had more than one solution ready if a situation could arise. I was in the process of managing 130-million-dollar capital improvement projects; they completely took that portion of the roofing project off my plate.”



Symmetry Sports Construction Project Spotlight

Project Overview:

Royse City ISD, Royse City, TX

Replacement of synthetic turf football field installed by Symmetry Sports. Royse City ISD selected the latest in sports technology by choosing AstroTurf 3D3 blend synthetic turf and the Brock USA shock pad/BrockFILL combo, which can lower field temperatures up to 40 degrees.

Quote from Wayne Poage, Symmetry Sports Construction Director of Sales:

“Working with Royse City ISD on the stadium football turf replacement was a tremendous honor for all of us at Symmetry Sports Construction. We have a long history with Royse City ISD and they have always been great to work with. The district chose what we believe is the safest product for athletes on the market -- an AstroTurf 3D3 field with Root Zone, a Brock pad, and BrockFILL to help keep the field cooler. Going through TIPS was as always a seamless process, allowing the district to choose the product they wanted.”

Quote from Michael Summers, Royse City ISD Facilities Director:

“Streamlining through TIPS has allowed us peace of mind in knowing that each vendor has met the strict competitive procurement process mandated by TIPS, resulting in time and cost savings. This, along with the proven team at Symmetry Sports Construction, has made our turf replacement project smooth and seamless. I highly recommend this route to any entity embarking on a similar project. In short, we are very pleased with the entire process, from procurement to the finished product.”

Talk with Tara



Increasingly, governments across the country are turning to cooperative procurement for greater value. Joining other entities can significantly reduce administrative costs and leverage the benefits of economies of scale.

Cooperatives have evolved to provide a wider variety of benefits to procurement officials and vendors, offering increasingly complex services adaptable to a growing participant pool. This talk is to provide insight into today's cooperative procurement market, trends and how to most effectively leverage, market and sell your TIPS Contract to grow your public sector business and much more!

Date: Time: Jul 28, 2022 01:00 PM Central Time (US and Canada)

To Register: Email Tara.Adams@TIPSConstruction.com

TIPS Construction

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