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## TIPS CONSTRUCTION NEWS

A quarterly newsletter brought to you by the TIPS Construction Team

VOL. 1, ISSUE 3

10.11.2022

### Top stories in this newsletter



#### In the news

TIPS is very excited to announce the TIPS e-Marketplace and the addition of Meredith Barton to the TIPS Construction Team.



#### Compliance Corner

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



#### Vendor Spotlight

The Software that keeps Construction Projects on Time, on Budget, and Out of Court



#### Talk with Tara

TIPS Expands National Cooperative Presence

### Why TIPS and TIPS Construction?

Top 10 Differentiators in the Cooperative Marketplace That Makes TIPS Unique:

1. A Team that is 100% dedicated to supporting the construction contracts of TIPS.
2. Investment in Associations
3. An E Marketplace
4. [READ MORE...](#)

- Tara and David Adams, [FacilitiesConnect](#)



### 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 tentatively set to bid as follows. TIPS reserves the right to modify the bid schedule:

September 1, 2022 (Closes on October 21, 2022)

**Scoreboards and Services (2 Part with JOC)**

October 6, 2022 (Closes on November 17, 2022)

**Asbestos and Other Hazardous Contaminant Abatement and Disposal Services (2 Part with JOC)**

**Commissioning and Testing Services for Facility Systems**

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

## In the news



The Interlocal Purchasing System (TIPS) is excited to announce the implementation of the TIPS e-Marketplace, an eProcurement system that TIPS Members can utilize to facilitate and streamline the electronic purchasing process. The TIPS e-Marketplace, powered by EqualLevel ©, will facilitate vendor/contract discovery, evaluation, request for information/quote, and ordering between TIPS Members and TIPS Awarded Vendors.

From our Members' perspective, our e-Marketplace brings the ease and convenience of ordering from multiple vendors from one site, while knowing that the contracts they are purchasing from have been awarded through a competitive bid. The TIPS e-Marketplace will be their one-stop-shop for compliant purchasing. Please stay tuned, TIPS will be notifying all Members when the TIPS e-Marketplace is live so you can login and start shopping contracts!

TIPS Construction is also very proud to announce the addition of Meredith Barton to our Team. Meredith will serve as TIPS Construction Director of Quality Assurance. Meredith has twenty-four years combined experience in procurement and commercial retail leadership. She is a forward-thinking business and procurement executive with decades of experience in building highly collaborative, successful teams while developing program strategies, executing planned objectives, managing multi-billion-dollar budgets, all while creating a diverse and inclusive work environment. She will be an outstanding addition to the [TIPS Construction Team](#).

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 Construction Compliance.

What is compliance? Compliance can mean many things, but typically refers to laws, rules, regulations and maybe enforcement. I like to think of compliance as it relates to construction as a conformity. Conforming to widely used acceptable standards, means and

methods.

The last thing a public entity needs is to get to the end of a project and discover they missed something that goes against a particular regulation. Detailed and sufficient information must be obtained to satisfactorily determine compliance with a cooperative contract. When using a TIPS contract, public entities depend on the vendor and TIPS staff to ensure they are receiving a **compliant proposal**.

When vendors or potential TIPS contract holders respond to one of the TIPS RFP's they are required to follow a compliant submission process and conform to a specified set of pricing options. A JOC proposal will require RS Means coefficients or another approved cost estimating program, and a non-JOC proposal (labor and materials) will require cost plus options or discounts off list options or maybe a combination of both.

These same pricing options are then used to verify compliance when a member agency submits a proposal and purchase order to TIPS. The vendor is responsible for submitting their proposal to the member in the same format they used when responding to the RFP. This ensures quick response times on pricing verification and allows members to get their projects started and completed on time.

Contractors seeking public bid work spend hours preparing proposals for public bid opportunities with no guarantees of getting the project or even making a profit. Why would a contractor not want to hold a cooperative contract where they can spend a fraction of the amount of time preparing a compliant proposal where the pricing has already been established and allows the contractor to make a fair profit.

We invite you to learn more about our processes and procedures on our construction **website**.

- Gene Hawk  
TIPS Construction Compliance Manager  
(479) 234-7639

TIPS Contract Pricing Compliance Webinar (JOC's and Unit Price Books)  
When: November 8, 2022  
Time: 11:00 AM CST

**CLICK ON THE BUTTON BELOW TO SIGNUP**

**Pricing Compliance Webinar**

### TIPS Vendor Spotlight



**The Software That Keeps School Construction Projects On Time, On Budget, and Out Of Court**

Back in 2009, Steve Harper was a tech entrepreneur and relationship strategist, who wanted to help construction projects run more smoothly. Knowing that **fewer than 25% of capital projects finish on-time**, and 70% significantly exceed their budgets, Steve leveraged his unique skill set to help construction project owners beat the odds. The result is **Owner Insite**, a software platform that puts project owners in the driver's seat before, during and after construction. The intuitive project management software maximizes productive time and improves collaboration among team members. It helps school leaders finish construction projects on time and on budget, while handling problems in real-time that can lead to costly disputes if left unnoticed or unaddressed.

### Working From The Same Playbook

Studies show that 35% of construction professionals' time is spent unproductively — on reworks, looking for project information, conflict resolution, etc. This unfocused time can lead to project delays, conflicts between stakeholders, and too often, litigation. With Owner Insite, all project players including the school leaders, architects, engineers, general contractors and subcontractors work from the same tool that they can easily access from any mobile or desktop device. Since everyone has instant visibility into agreements and plans, Owner Insite greatly increases productivity and cuts down on friction between stakeholders. The tool enables project owners to handle budgeting and accounting, project management, document management, and construction oversight all in the same platform. It also generates automated daily and/or weekly updates to keep everyone, including designated school board members and administrators, informed in real time. And the project owner can set the level of access needed for each team member, so that confidential financial information and other private documents are only visible to those with permission.

Read the [full article](#).

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### Talk with Tara



At the recent National NIGP Trade Show in Boston, TIPS was well represented with two booths, TIPS and TIPS Construction as well as a group of National Suppliers that were promoting their TIPS Contracts in their booths in our sponsored section on the Trade Show Floor. TIPS was only 1 of 3 national cooperatives to do so and further validates

TIPS national presence!

During the event, we were invited to attend the National Cooperative Procurement Partners (NCP) mixer and meet with so many of our friends in the industry. After the conference and Trade Show, TIPS officially partnered with NCPP. <http://ncppassociation.org/> This partnership will allow TIPS to be at the forefront of cooperative procurement advocacy and also be instrumental in staying current on all legislation that could impact cooperative procurement. Both David Adams and I are part of the Legislative Committee and look forward to making contributions to the fine work being done by NCPP. National Institute of Governmental Purchasing

If you would like to discuss any legislative items pertaining to cooperative procurement in your state, please reach out direct to me for a "Talk with Tara", [tara.adams@tipsconstruction.com](mailto:tara.adams@tipsconstruction.com) or you can click [here](#) to set up a mutually convenient time for a virtual meeting: [Schedule a 30-minute Zoom Talk with Tara](#)

- Tara Adams

TIPS Construction

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