



TIPS

THE INTERLOCAL PURCHASING SYSTEM

Save Time + Money With A Competitively
Sourced Cooperative Contract

TIPS

AIS Account Code: ACCT-TIPS

Contract Number: 200301

Effective: May 21, 2020 - May 31, 2023

Last Updated 11/19/2020

Option to renew for two (2) additional one-
year periods through April 30, 2025

Need furniture fast?

With AIS and TIPS (The Interlocal Purchasing System) we've made ordering furniture simple and easy. AIS offers many options including Express Seating solutions that ship in three days and our Divi Fast Track program available to ship in 10 days.

TIPS is a national purchasing cooperative that offers access to competitively procured purchasing contract to its members. TIPS is housed at and managed by the Region 8 Education Service Center located in Pittsburg, Texas. With AIS and TIPS you have One Point of Contact, One Vendor and One Purchase Order.

To Locate a AIS Rep Near you: <https://www.ais-inc.com/contact/find-a-rep>
email wgricius@ais-inc.com or call 800.434.7400



AIS

RETURNING TO WORK

MODIFICATIONS FOR EMPLOYEE WELL-BEING

Getting Back To Work: What To Expect

There's a new normal evolving for workplace needs. As we return to work, we know the workplace will look much different than before as we strive to address the wellbeing of employees. The orientation of workstations may shift and there will be more screens introduced, higher panels added, and mobile dividers sought. Aspects of Social Distancing within the workplace will be reinforced through design. AIS is committed to providing a healthy workspace with many standard product solutions that can be easily added or retrofitted into your workplace today.

Before



After



Calibrate Community Workwall

Social Distancing Made Easier

AIS Screens are a simple way to provide enclosure, encourage social distancing, and create peace-of mind for employers and their employees returning to work. Our screen options are easy to retrofit on site and can help build for the changing needs of the future.



Day-to-Day PowerBeam with Height Adjustable Tables



Calibrate Conferencing



Day-to-Day Height Adjustable Table

FURNITURE FOR PRIVATE OFFICES OR MEETING SPACES

Calibrate® Series has you covered—case closed. This collection of high quality laminate casegoods and conferencing solutions look great and perform well year after year. You'll appreciate the many finish choices, hardware options and styles to choose from. Best of all, it won't break the bank.

- State Government 
- Local Government 
- Higher Education 
- K-12 Education 
- Nonprofit Organizations 



Calibrate Series Casegoods, Natick™ Task Seating with headrest, Grafton™ Guest Seating



Calibrate Series Casegoods, Natick Task Seating, Grafton Guest Seating



Day-to-Day Table with Natick Seating. LB Ottomans



Calibrate Conferencing Table and Buffet, Devens Seating, Mobile Whiteboard

A RANGE OF WORKSTATIONS TO SUPPORT YOUR TEAMS

- State Government 
- Local Government 
- Higher Education 
- K-12 Education 
- Nonprofit Organizations 

Open Plan

Open landscape offices continue to resonate. And we've got the right products to fill 'em—like Divi® and Matrix®. These panel-based systems offer high panels for privacy and low panels that keep employees close to the action. For benching, we designed Oxygen® and Day-to-Day® PowerBeam—two proven desking solutions for the open plan. With a variety of storage and screen options, we've got the open plan solutions to help define space and support individual needs.



Calibrate Community with Cantilevered Overheads



Matrix Panel System and Volker Cubes with Day-to-Day Table



Oxygen Workstation with Calibrate Series Storage and Bolton Task Seating



Divi Fast Track with Day-to-Day Height Adjustable Tables, Devens Task Seating and Volker Cubes

CREATE SMART SPACES WITH AIS

State Government



Local Government



Higher Education



K-12 Education



Nonprofit Organizations



Training Rooms

Flip top, height adjustable, and powered table options create concentrative, interactive, and effective training rooms. Choose from a variety of seating to support collaborative needs and support user's comfort and wellness.



Working Lounge

Individual, small team, or collaborative meeting spaces provide comfort, relaxation and dedicated focus time.



Multi-Purpose Spaces and Computer Labs

Create engaging and flexible spaces with the level of technology support you need. From casual learning places to training and seminar rooms, AIS has you covered.



YOU'LL APPRECIATE EVERYTHING THAT'S POSSIBLE WITH AIS

State Government



Local Government



Higher Education



K-12 Education



Nonprofit Organizations



Classrooms and Labs

Instruct large or small groups of students utilizing durable and flexible seating choices in combination with conference, height adjustable, powered and flip tables.



Auditoriums and Lecture Halls

AIS stacks up to the challenge.



Cafes and more...

Create cafes with energy providing students and faculty the platform to collaborate and socialize. A variety of table heights and seating choices ensure comfort and refreshment for every user. Storage lockers placed throughout the building provide accessible storage.



SAVE TIME + MONEY WITH TIPS AND AIS

- No need to duplicate the competitive RFP process that TIPS has already completed. Reduces the impact of staffing and budget cuts.
- Full-line of Contract Solutions. Available to choose the products and services they desire and need.
- Leveraging Relationships. Ability to select the vendor they want to work with to fulfill product and service needs. Assistance with purchasing process by qualified TIPS staff.
- Quality Pricing. Able to avoid unpleasant experience of low-bids and low-quality awards. Receive national volume, ceiling-based, discount pricing.

ORDER PROCESSING

How do TIPS Members submit a Purchase Order with AIS?

Your AIS representative will work with you to locate AIS authorized reseller/dealer, who can provide design, ordering, pricing and installation. Working with your local dealer will ensure you have the proper ordering and pricing information.

TIPS members must request a TIPS quote from the reseller/dealer that shall include:

- The TIPS contract number
- The awarded TIPS vendor's name (Affordable Interior Systems, Inc. (AIS))
- The reseller's/dealer's name
- The pricing specified under the awarded TIPS contract

If the member decides to proceed, the member must submit the TIPS reseller quote a PO to either AIS or the dealer/reseller, both referencing the TIPS awarded vendor (AIS) & Contract #(200301), to tipspo@tips-usa.com

Please note that the PO submission email to tipspo@tips-usa.com is not seen by the AIS or the dealer/reseller so all vendor instructions must be included on the PO.

The dealer/reseller will complete delivery/services and member payment will be made to the VENDOR - Affordable Interior Systems, Inc. (AIS), or dealer/reseller in certain circumstances, upon delivery/ completion or per a mutually agreeable schedule set forth in the contract documents.

AIS, or reseller/dealer in certain circumstances, will submit vendor administrative fee to TIPS upon delivery/completion. Administrative fees are paid for products or services only. Taxes, shipping, and bonds are not included in the TIPS fee schedule.

In the event a member submits PO directly to AIS, it must be immediately forwarded to TIPS as "confirmation only" within 30 days of issue date.

Are there other discounts in addition to the pricing available?

Standard pricing is available [here](#). For orders over \$500,000, please contact your local AIS representative.

Note: Effective 09/13/2021, a 5% temporary surcharge will be added to purchase price of products only. Temporary surcharge does not apply to design fees, project management fees, delivery and installation.

How can I find a local AIS representative?

[Find a Rep](#)

Need support or have a question?

Locate an AIS Rep near you: <https://www.ais-inc.com/contact/find-a-rep> email wgricius@ais-inc.com or call 800.434.7400

TIPS is housed at and managed by the Region 8 Education Service Center located in Pittsburg, Texas. AIS's contract listing can be viewed [here](#).



CONTRACT, PRICING & CONTACT INFORMATION

Contract Information

TIPS

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Systems, Casegoods, Tables, Universal & Accessories

Discounting for all finish grades

List Price of Order	TIPS Participant Discount
\$1-\$30,000	74.5%
\$30,001-\$300,000	79%
\$300,001-\$500,000	81%
\$500,000 +	Negotiable

***Note: 13% of net freight on orders under \$7,500**

Divi Fast Track

Discounting for Divi Fast Track

List Price of Order	TIPS Participant Discount
\$1-\$30,000	76%
\$30,001-\$300,000	81%
\$300,001-\$500,000	83%

Seating (Includes Express)

Discounting for Standard and Express Seating

List Price of Order	TIPS Participant Discount
\$1+	63%

Surcharge

Note: Effective 09/13/2021, a 5% temporary surcharge will be added to purchase price of products only. Temporary surcharge does not apply to design fees, project management fees, delivery and installation.

Contact Information

wgricius@ais-inc.com

800.434.7400

www.ais-inc.com

TIPS orders include free freight to all locations within the United States and to freight forwarders for AK & HI orders, except where noted. For outbound freight from a freight forwarder – dealer is responsible for arranging and quoting.

No Small Orders Fees

Dock Delivery: Included in contract pricing and executed by a variety of furniture carriers

Inside Delivery: Quoted on individual basis by dealer. Cost varies due to a variety of circumstances including, but not limited to: access to loading dock, freight elevator, normal hours, overtime, weekend, union, non-union, etc.

Deliver & Installation: Quoted on a per project basis and subject to same variations as inside delivery.

Work from home or residential deliveries: AIS offers residential/FedEx deliveries on height adjustable tables and/or seating for those working remotely. Please note: "FedEx Residential Threshold Delivery" at time of order placement. A flat rate of \$35 per seating unit and \$75 for height adjustable table unit are added to the participant unit cost when FedEx Threshold placement is required. AIS strongly discourages LTL shipment to non-dock/residential deliveries as they require offload assistance from truck to door.

