



Streamline Your Zetron Equipment Purchasing Process with NASPO ValuePoint

Many Zetron Public Safety communications solutions can be purchased without a lengthy bidding process.

That's because Zetron is included in NASPO ValuePoint cooperative Master Agreement (contract) #06913. Under this contract, customers in participating states can purchase **MAX Dispatch** and other Zetron solutions without having to go to RFP.

This document provides an overview of:

- NASPO ValuePoint
- Contract benefits
- Steps required to participate in ValuePoint Master Agreement (contract) #06913

What is NASPO ValuePoint?

NASPO ValuePoint (formerly WSCA-NASPO) is a national non-profit cooperative purchasing program that facilitates equipment procurement processes for participating states. It is the cooperative purchasing arm of the National Association of Procurement Officials (NASPO).

How NASPO ValuePoint cuts costs and promotes quality

NASPO ValuePoint Master Agreement #06913 offers a number of important benefits.

- **It saves time and money** because it eliminates the need for an RFP to be issued for Zetron's MAX Dispatch system and/or other Zetron public safety communications equipment
- The evaluation processes required by NASPO ValuePoint **help ensure the quality, currency, and value** of the products and contractors covered in the agreement
- Products approved for the Master Agreement are **offered at a discount**
- NASPO ValuePoint **administrative fees are the lowest of all known cooperatives**

Who can participate in NASPO ValuePoint?

Entities that can use the NASPO Master Agreement include public agencies, institutions of higher education, political subdivisions, and in some states, non-profit organizations.

All 50 states (plus the District of Columbia and organized U.S. territories) have executed the NASPO Cooperative Memorandum of Agreement. This means all are eligible to participate in NASPO ValuePoint Master Agreement # 06913. **But another step is required to participate.**

To participate, a state executes a “Participating Addendum” with Zetron.

Because the Master Agreement is already in place, a state’s Participating Addendum can often be completed and put into effect within days!

Is your state participating?

To determine whether your state is already participating under Master Agreement #06913, go to [Participating Addenda](#) to see if your state is listed.

If your state is not participating, and you would like them to, see “How to get the NASPO ValuePoint Participating Addendum started” on this page.

Who can initiate a Participating Addendum submission process?

Although the Participating Addendum must be submitted by the state in question, the submission process can be initiated by:

- A Zetron Partner that has been approved by Zetron
- A customer
- A state
- Zetron

How to get the NASPO ValuePoint Participating Addendum started

If your state is not listed under Participating Addenda, and you’d like your state to participate, follow the steps below.

To submit a Participating Addendum:

1. IMPORTANT! Contact your [Zetron Territory Manager \(TM\)](#) to inform him/her of your intent to initiate this process.
2. If your state is not listed at [Participating Addenda](#), check with your TM to determine whether your state’s participation may be pending.
3. If you are purchasing through a Partner, check with your TM to ensure the Partner is approved both to sell Zetron products and to use the NASPO ValuePoint contract.
4. You can also purchase directly from Zetron. If you are purchasing directly from Zetron, request a quote from a Zetron Product Specialist by sending an email to CustomerCare@zetron.com or by calling (425) 820-6363.
5. The Participating Addendum must be executed with Zetron in the state of interest.

Want to know more?

For more information about NASPO ValuePoint, go to the NASPO ValuePoint website.

For more information about how to purchase Zetron solutions through the NASPO ValuePoint Master Agreement #06913, contact one or both of the following:

- Your [Zetron Territory Manager](#).
- Zetron State Contracts Manager Sophie Kather at: 425-820-6363, ext. 592, or email her at ZusStateContracts@Zetron.com.

DISCLAIMER: This document is provided for informational/convenience purposes only. Official documents are maintained by the lead state (or participating entity in the case of participating addenda). If there is any conflict between information in this document and information maintained by the lead state or participating entity, the official documents maintained by the lead state or participating entity govern.

