

**ZETRON**

# **NASPO ValuePoint**



# Streamline Your Zetron Equipment Purchasing Process



**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 gives you an overview of:

- NASPO ValuePoint
- Its benefits to you and your customers
- 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 benefits Zetron partners and customers in a number of important ways.

- 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.
- It allows partners and contractors to avoid the expense of bidding repeatedly on the same solicitations for different jurisdictions. Partners and contractors can also factor in greater volumes for multiple jurisdictions when determining their pricing.
- 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

## 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 must execute 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](#). If your state is participating, it will be listed. If your state is not participating, and you would like them to, see "How to Get the NASPO ValuePoint Participating Addendum started" below.

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 reseller 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:

**IMPORTANT!** Contact your Zetron Territory Manager (TM) to inform him/her of your intent to initiate this process.

1. If your state is not listed at Participating Addenda, check with your TM to determine whether your state's participation may be pending.
2. A reseller must be approved to sell Zetron products on the NASPO ValuePoint contract. If you are not approved, ask your TM about this process.
3. The Participating Addendum must be executed with Zetron and the state of interest.

Contact your state procurement office and ask them to complete and submit a Participating Addendum. State chief procurement officials (or a designated representative) will be the signatory on the Participating Addendum. They will also be the NASPO ValuePoint point of contact throughout the process.

To view a Model Participating Addendum template you can provide to the procurement office, go to Participating Addenda. Under Looking to Participate, click Model Participating Addendum. States can use this template either as is or modified, or they can submit their own Participating Addendum.

4. The state completes a draft Participating Addendum, then forwards it to Zetron. Negotiations at this point are handled directly between the state and Zetron.
5. Once Zetron and the state agree on the Participating Addendum, the state sends a final copy to Zetron for signature.
6. Zetron signs the Participating Addendum, then returns it to the state for signature.
7. The state sends copies of the fully executed Participating Addendum to Zetron and NASPO ValuePoint at [PA@naspovaluepoint.org](mailto:PA@naspovaluepoint.org).

## Want to know more?

For more information about NASPO ValuePoint, go to the NASPO ValuePoint website ([www.naspovaluepoint.org/#/contract-details/61/contractor/316](http://www.naspovaluepoint.org/#/contract-details/61/contractor/316)).

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 Government Sales Contract Administrator Sophie Kather at: 425-820-6363, ext. 592 or email her at [ZusStateContracts@Zetron.com](mailto: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.

## Why Zetron?



### Reliable performance

Zetron has a reputation for the reliability and robustness of its products. They are specifically designed to meet the needs of mission critical operations that must stay up and running 24/7. Zetron solutions are also known for their longevity. Not only do they continue to deliver a rock solid performance over time, but they have the flexibility to keep pace with emerging technologies and changing operational requirements.



### Zetron services and support

Zetron products come with a standard 12-month hardware warranty. Zetron also offers a range of optional support services to ensure that your system is installed and configured to run optimally. These services include: 24/7 telephone support, software maintenance, hardware replacement and repair, remote and on-site configuration assistance, system re-optimization, and technical and operational training. Many of these options are available as standalone services. For more information, see Services at [www.zetron.com](http://www.zetron.com).



### About Zetron

Founded in 1980, Zetron manufactures and provides communications systems designed to equip the entire mission-critical control room. Its integrated solutions include IP-based dispatch, NG9-1-1 call taking, voice logging, IP fire station alerting, CAD, and mapping systems. Zetron has offices in the United States, the United Kingdom, Australia, and numerous field locations; and a worldwide network of partners, system integrators and distributors. For more information, visit [www.zetron.com](http://www.zetron.com).

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# ZETRON

Always on, always ready.