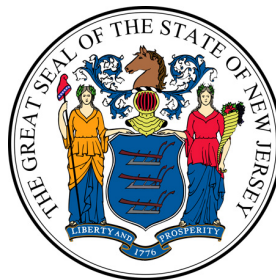


Xybix is a part of several state contracts for your purchasing convenience.

Xybix is committed to its customers and through partnerships with local, state and federal government entities, we are able to provide you with the most complete furniture solutions, saving you time and money. Backed by Xybix's warranty and a team of professionals, rest assured, you are getting a product you can trust.



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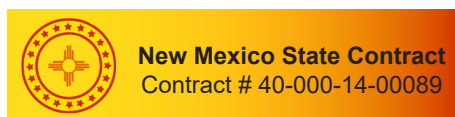
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Houston-Galveston Area Council
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Alternatives to a Dispatch Furniture RFP: Why Purchasing Contracts Can Be a Win-Win

When public safety agencies upgrade their communication centers, they often need (or want) to replace their existing console furniture, as well. Because of state, federal and local laws, many comm center managers put out a [Request for Proposal \(RFP\)](#) or an [Invitation for Bid \(IFB\)](#) to get the process started. But, that isn't always necessary. If local laws allow, there are several purchasing contracts that you may be able to use instead.

Purchasing from a contract, or piggy-backing is often easier than creating an RFP or going out to BID, it also creates a **WIN-WIN** situation for the purchasing agency. The two contracts described below help create this **WIN-WIN** scenario by allowing state and government agencies **to purchase directly from a pre-approved, reputable supplier without having to go out to bid.**

Here are two common contracts, and the benefits of using them over an RFP or IFB.

Government Services Administration Contracts

Government Services Administration (GSA) contract is primarily for federal agencies, but it can also be used by local and state agencies including municipalities, cities, towns and townships. To find out if your agency qualified please visit GSA.gov.

Houston-Galveston Area Council Contract

The [Houston-Galveston Area Council \(H-GAC\)](#) is a regional council of governments operating under the laws of the state of Texas, which is governed by a board comprised of 35 elected officials from the 13-county region. The H-GAC Board awards all contracts, which can then be made available to local governments nationwide through HGACBuy.

Agencies in most states can purchase off this agreement. HGAC has been in existence for 35 years. In fact, your agency may already be on the HGAC purchasing! Find out if your city or county is already on the list of [HGAC-authorized end users](#). If your city, county or nonprofit agency is not listed above, don't worry. It's easy to register with them. Just fill out a [one-page document](#) and send it in. After that you're all set to purchase materials off this contract. For more information, visit their [website](#).

Advantages to Contracts

1. These contracts have been competitively bid, so it eliminates the need for the agency to bid their project themselves.
2. They offer an expedited procurement process so you won't be delayed for months preparing specifications and satisfying all of the other requirements for competitive bids and proposals.
3. These contracts help streamline the procurement process by establishing competitively priced contracts for goods and services.
4. Time savings, allowing your personnel to concentrate on their primary job instead of spending time and money preparing an RFP.

Buying new dispatch furniture isn't easy. Make sure you research all your options to ensure a seamless and smooth purchasing process.

A Comm Centers Guide to the In's and Out's of Purchasing from HGACBuy

Purchasing capital equipment is always a fun and exciting endeavor (insert sideways glance). It always proves to be a politically driven, a molehill-out-of-an-anthill struggle that can make even the most seasoned professionals wave the white flag. So, how do you make nice with the powers that be in the ivory tower? You present strategic and economical solutions, that's how!

There are several [purchasing routes](#) one can take when investing in a communications center update or upgrade. The most commonly known options are:

- State Contracts
- General Services Administration or GSA. (This is a contract only federal agencies can use.)
- A less familiar option is the Houston-Galveston Area Council or H-GAC. H-GAC operates just as the other two purchasing options do, but it may not tout the same reputation in some states (at least not yet).

Per hgacbuy.org, "H-GAC is a regional council of governments operating under the laws of the State of Texas and governed by a board comprised of 35 elected officials from the 13 county region. The H-GAC Board awards all contracts, which can then be made available to **local governments nationwide** thru HGACBuy."

While the saying goes "everything is bigger in Texas", "**nationwide**" is the keyword in the above statement. Anyone and everyone who is considered part of a local government agency or a state agency, as well as certain nonprofit corporations, is eligible to participate in H-GAC. More often than not, your state's department of public examiners or purchasing will have already approved the use of H-GAC as an appropriate purchasing contract vehicle; [many just don't know it!](#)

How do I become a part of the H-GAC agency?

It's easy! Complete the interlocal contract agreement (ILC) provided on the H-GAC website, gather some legal documentation on your PSAP, Comm Center or government agency, and return your information to H-GAC. It really is THAT easy! Often times, when there isn't a greater understanding of what you're getting into, you may receive pushback from your purchasing associates who think that it's too much paperwork, not worth the effort, etc. Simply complete this two-page form for them, and they should have no trouble pushing the rest through! The best part is that there is **no cost to you!**

Are you SURE that I can participate via H-GAC?

Yes! An Interlocal Cooperation Act, per hgacbuy.org, "permits joint participation by local governments, states, state agencies, and certain nonprofit corporations." Many states presently have arrangements in place that permit interlocal cooperation. This means that just because this contract hails from Texas, it doesn't mean everyone else can't play too.

Many vendors and contractors are already registered with H-GAC (i.e., those who pay a cover to join the party). Merely ask your vendor representative what their best priced options are; more often than not, H-GAC will allow vendors to provide even better pricing than you would get via state contracts, and at the end of the day, this should make your purchasing and government officials VERY happy.