



The HP WSCA contract



# Can a WSCA procuring entity obtain even more aggressive pricing than the WSCA PSS catalog discount?

## Can even more aggressive pricing be authorized without a formal BID, RFP, ITB or ISB?

### The above are common questions and both answers are YES!

The HP WSCA contract not only provides an extremely aggressive PSS catalog contract guaranteed discount, but it also affords WSCA Procuring Entities the ability to request “**special pricing**” for even more potential savings.

The “**special fixed pricing**” is the same aggressive pricing you would obtain by preparing a separate RFP, ITB, ISB or bid. The Great News is by using WSCA instead of going out to bid you may **save hundreds of dollars** by eliminating the resources you would spend on creating, distributing, evaluating, analyzing and negotiating lengthy and complex bids and responses, plus managing multiple contracts.

So when you hear someone say, “We can beat WSCA,” what they mean is that the person is obtaining “special pricing.” Special pricing is available under WSCA by simply contacting your HP Representative.

**So, if you are considering:**

- ✓ Preparing a Request for Proposal (RFP), ITB, ISB or bid,
- ✓ Buying a volume of 200+ units or more of product within a 6-month period,
- ✓ Buying a combination of products, including enterprise products in a 6-month period
- ✓ Doing Strategic Sourcing or Standardizing on a product category, such as notebooks, desktops and/or enterprise products...

Be sure to **CALL your HP Account Manager** to ensure that you get the most aggressive pricing, and ask about our special pricing available for volume purchases.

Don't worry; your purchases are NOT tied to a specific volume on a single Purchase Order. HP volume pricing can be tied to multiple Purchase orders, allowing you to spend funding to meet your Government funding requirements and achieve **SAVINGS!**

If you're doing **Strategic Sourcing** or **Standardizing** on notebooks and/or desktops, you can **take advantage of the HP/WSCA Premium Saving Configurations**. Contact Paul Stembler at WSCA directly at [paul.stembler@state.mn.us](mailto:paul.stembler@state.mn.us) or call the HP/WSCA Contract Program Manager, Debra Lee at 847/537-0344 for details.

**To contact your Local HP Inside Sales Representative or Account manager:**

- A. Simply go to the [www.hp.com/buy/WSCAII](http://www.hp.com/buy/WSCAII), select your state, and view the contact information listed at the center bottom of the website page, or call 1-888/202-4682 (State and Local Government) 1-800/888-3224 (Education)
- B. Provide HP with your product selection/combination, quantities, timeline of purchase, if these are Agency standards and HP will provide you with options such as:
  - Special fixed pricing for volume purchases through a timeline, such as...
  - For specified timeline period, i.e. 30, 60, 90 days or a firm fixed price for a mutually agreed time period
  - Close out or promotional pricing

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