



WSCA Savings



CAN A WSCA PROCURING ENTITY OBTAIN EVEN MORE AGGRESSIVE PRICING THAN THE WSCA CATALOG DISCOUNT?

CAN EVEN MORE AGGRESSIVE PRICING BE AUTHORIZED WITHOUT A FORMAL RFP?

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

The HP WSCA contract not only provides an extremely aggressive catalog contract 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 or bid, however, it may save you hundreds of dollars by eliminating resources spent on creating, distributing, evaluating and analyzing lengthy and complex bid responses.

If you are considering:

- Preparing a Request for Proposal,
- Buying a 200+ unit product volume within a 6-month period,
- Buying a combination of products, including enterprise products in a 6-month period
- Standardization on a product category, such as notebooks, desktops and or enterprise products...

CALL your HP representative to ensure that you get the most aggressive pricing, and ask about our special pricing available for volume purchases.

To contact your local HP Inside Sales Representative or Account Manager:

A. Simply go to www.hp.com/buy/WSCAll, select your state, and view the contact information listed, or call

1-888-202-4682 (State and Local Government)
1-800-888-3224 (Education)

B. Provide the HP Inside Sales Representative 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
- For a specified time line period, i.e., 30, 60, 90 days, or a firm fixed price for a mutually agreed time period
- Close out or promotional pricing.