



ALLEGION™

PIONEERING SAFETY™

Authorized Dealer Program

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Contract Holder

Allegion Government Team

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Our passion is to increase business results by increasing knowledge and capability within the government market place with our key business partners to drive opportunities in a strategic direction to increase results!

What is a GSA Schedule?



- GSA Federal Supply Schedules or Multiple Award Schedules (MAS), are long term, 20 year contracts
- In the simplest terms, a GSA schedule is a pre-approved price list for use by any Federal buyer
- Schedule 84 (Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft and Emergency/Disaster Response)
- Cooperative Purchasing allows state and local governments to purchase from either [Schedule 70](#) or [Schedule 84](#)

Scope of Schedule 84

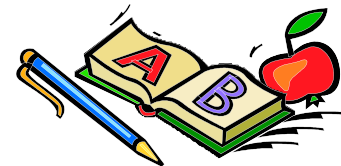
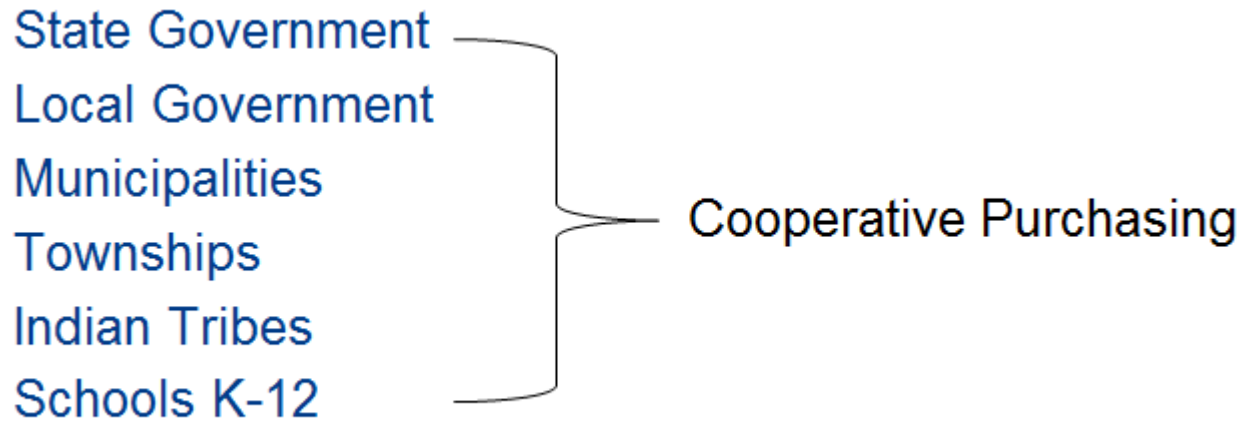
Schedule 84 offers federal, state and local governments innovative solutions to their security and safety needs.

- Security Systems Integration and Design Services
- Access Control Systems, Door entry control by card access, magnetic proximity
- Access Control Systems, Parking Access Control
- Miscellaneous Alarm and Signal Systems. Warning System Devices
- Access Control Systems, Emergency exit door access/alarm systems for security and/or fire safety
- Locking Devices
- Facility Management Systems
- Cards/Readers/CCTV



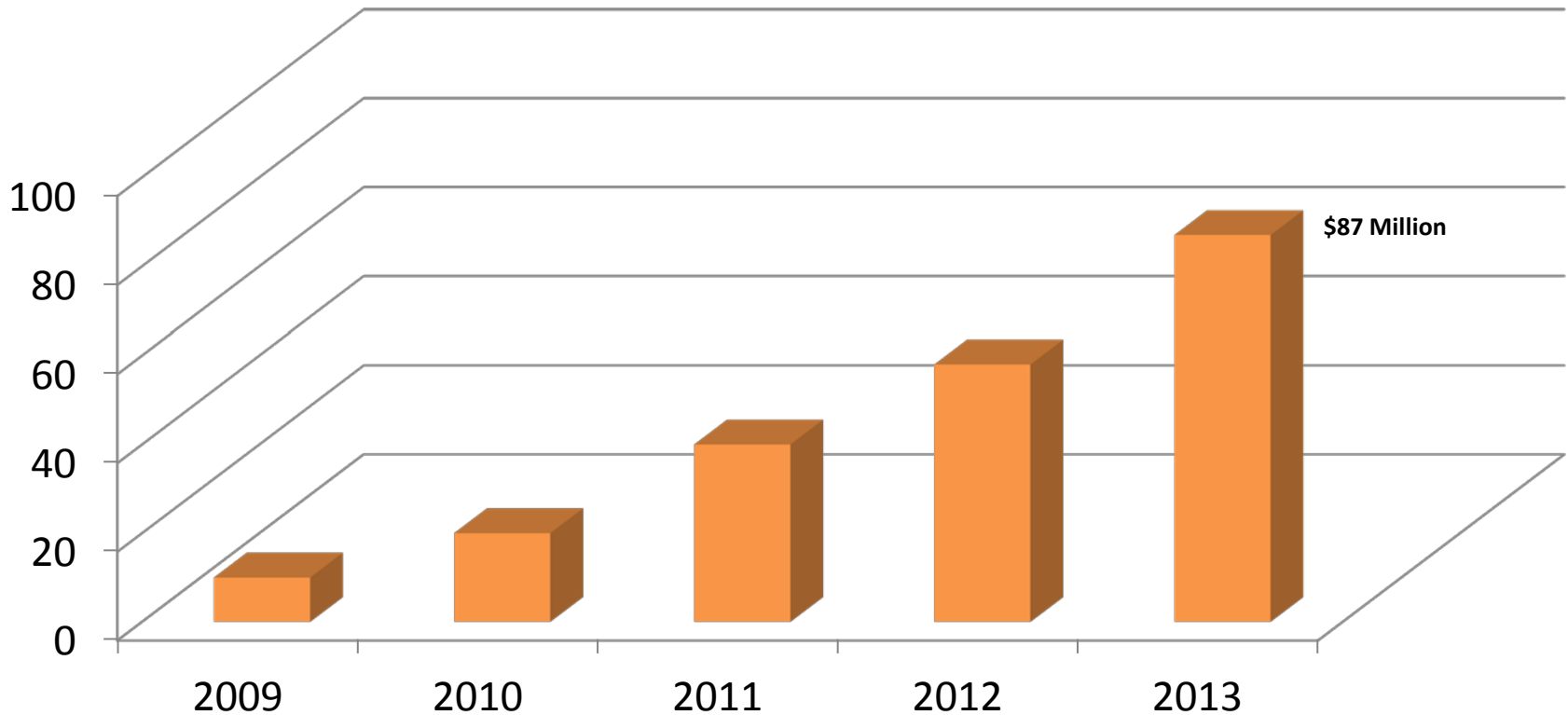
Cooperative Purchasing*

Using the GSA Schedule 84 programs can save time and money, while providing a large selection of product and solutions to any of the following:



Trends – Cooperative Purchasing

Total Sales Volume Millions



Reported by Marty Jennings, Assistant Commissioner GSA – June 4, 2014





NASSLEO Cooperative Purchasing Success Stories

Alvord Unified School District, Riverside, CA 2010

Alvord Unified School District awarded a \$3.0 million security upgrade project funded by State bonds. The district is located in Riverside, CA consisting of twelve year round elementary schools; four traditional middle schools; two comprehensive high schools, and one alternative/continuation high school with an adult education program serving over 20,000 students.

The GSA Cooperative purchasing program helped Alvord Unified School District provide the necessary security solution. In addition to Alvord Unified School District the Chino Integration Center also used this program on a \$250K security project.

Charlotte-Mecklenberg Schools - 2012

P.O. Box 30035, Charlotte, NC 28230

Charlotte-Mecklenburg Schools recently completed a purchase of security products using GSA Cooperative Purchasing program, schedule 84. Working across internal departments and finding ways to address the school's budgetary pressures, the GSA vendor provided an efficient and cost effective security solution to the school district.

Cobb County School District 2011 and 2012 school year

6975 Cobb International Boulevard, Kennesaw, GA 30152

Cobb County School District used GSA's cooperative purchasing program to support the purchase of a security solution. The major hurdles was limited budget dollars. GSA's vendor understood the district's needs and allowed them to negotiate volume discounts to save the school district money.

What is the Authorized Dealer Program?

It's a tool to assist you to develop business

- GSA Schedule GS-07F-0326T / Electronic Technologies Corporation:
- Products and Labor with Negotiated Pricing
- Built in profit margins for Dealers
- Decreased administrative expenses
- Decreased advertising expenses by utilizing government applications
- Access to federal Government markets not available to the public
- Access to a contract vehicle to secure business with local governments and K-12 schools

Authorized Dealer Program offers

- Augments your business bottom-line (new markets)
- Reduced startup time
- Reduced cost to bottom-line
 - Hiring a consultant
 - Reduced head count for maintaining a schedule
 - Submission, modifications, additions, deletions and changes
 - Commercial Sales Process and discounts offered to government
 - Pricing negotiation
 - GSA Advantage uploads
 - eOffer/eMod uploads
 - Maintaining digital certificates

How Does it Work for You?

Utilize Electronic Technologies Corp. USA – Schedule GS-07F-0326T

- 1000 + products pre-qualified
- 22 Labor categories and labor rates
- 7 *Special Item Number* (SIN)
- Pricing already negotiated currently 30% of MSRP
- Shorten government buying process and timeline for issuing contracts (eBuy)
- Reduce competition
- Cooperative Purchasing
- Lead generation
- Test drive before investing

Authorized Dealer Program

Getting Authorized

- Complete the Authorized Dealer Agreement and Addendum
- Notification of approved authorization from SSC and Government Team
- Set-up Compliance training after approval
 - Management Team
 - Sales Team
 - Operations / Reporting
 - Marketing

Compliance Training

Management and Operations Team

- Basic requirement for offering services and products
- Review Terms and Conditions
- Nuances of quotation
 - On-schedule
 - Open market
 - Cooperative purchasing
- Maintaining a system of reporting and tracking linked to sales
- Required registration
 - SAM (System Award Management)

How to Sell into this marketplace training

Sales Team 1 day internal and 2 days outside sales calls

- Basic requirement for offering services and products
- Review terms, conditions and nuances of quotation
- How the government buys
 - Federal Acquisition Regulation
- Government Field of Play
 - Federal
 - Military
 - VA Hospitals
- Cooperative Purchasing (K-12, State, Local, etc.)
- Decision Makers and Influencers
- Planning Your Sales Call
 - Framework for Prospecting

Helpful Websites

Website Name	Website Address
GSA	http://www.gsa.gov
GSA State and Local Programs	http://www.gsa.gov/stateandlocal
Cooperative Purchasing (70 & 84)	http://www.gsa.gov/cooperativepurchasing
Disaster Recovery Purchasing Program	http://www.gsa.gov/disasterrecovery
GSA Advantage!®	http://www.gsaadvantage.gov
eLibrary	http://www.gsaelibrary.gsa.gov
eBuy	http://www.ebuy.gsa.gov

Questions??
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