

GSA Schedule & 2nd Generation Information Technology (2GIT)

PUBLIC SECTOR BUSINESS PROGRAM CONTRACT SUPPORT

Promark Technology, Inc. GSA Contract Information

Contract Number: GS-35F-303DA

Contract Award Date: May 3, 2016

Currently Available SINS: Purchase of Equipment (33411), Maintenance of Equipment and Repair (811212), Term Software Licenses (511210), Perpetual Software Licenses (511210), Maintenance of Software (54151), Training courses (611420), and E-Commerce Services (54151ECOM).



Promark
an Ingram Micro company

GSA Schedule Overview

Promark Technology, an Ingram Micro company, offers Resellers access to its GSA Schedule 70 Contract to support Public Sector Business. Promark Technology's GSA Schedule allows Authorized Resellers the ability to leverage Promark's GSA Schedule to sell products and solutions to both Federal and State and Local (SLED) governments.



Access to Promark's GSA Schedule can help resellers reduce the level of competition in government opportunities and help close deals more quickly because the pricing and terms and conditions are already pre-negotiated. Promark Technology currently has over 40 manufacturer partners on its GSA Schedule and supports hundreds of VARs and System Integrators selling into the government market.

2GIT BPA Overview ****EXCLUSIVE PARTNERING EXTENDED TO AWARDEES ONLY****

2GIT makes it easy and fast to purchase IT products and software, commodities, ancillary supplies and services. Developed through a strategic partnership between GSA and U.S. Air Force, the 2nd Generation IT Products (2GIT) Blanket Purchase Agreements (BPAs) are available to all Department of Defense (DoD) agencies, as well as all federal, state, local, regional, and tribal governments consistent with GSA's Cooperative Purchasing program.



2GIT streamlines the ordering process for IT Hardware and ancillary services for the U.S. Federal Government under the same guiding principles as the OMB Memo M-19-13 "Category Management: Making Smarter Use of Common Contract Solutions and Practices." GSA leverages strategic sourcing to obtain best-value, reasonably priced IT solutions for Government. **Access 2GIT under Promark's GSA Schedule!**

Two Ways to Leverage Promark's GSA Schedule

Teaming Agreement

Promark and a reseller with an existing GSA Schedule can enter into a Contractor Teaming Arrangement (CTA). The CTA provides the reseller with access to products from the teamed schedules allowing them to provide government agencies with the convenience of a single source for a wide range of solutions. The government is able to obtain these solutions without having to negotiate or process awards with multiple contractors.

Agent Agreement

Promark offers resellers who do not hold their own contract access to its GSA Schedule as an authorized reseller. This agreement provides the reseller the ability to market and sell authorized vendor products offered on Promark's Schedule to government entities.

Reseller Benefits of Using GSA Schedule

Access To An Experienced Government Sales Team

You have access to a trained sales team that is experienced with the government sales process and can assist resellers with their opportunities. The Sales Team also assists resellers with registering opportunities, special pricing, quoting, and processing orders.

Access To Multiple Manufacturers on Schedule

Promark's GSA Schedule provides resellers with access to multiple manufacturers' product lines, which gives them the ability to sell the products or to develop and sell solutions utilizing multiple manufacturers' products to meet customer needs.

Maintain Full Client Control

Resellers can maintain full client control when pursuing opportunities. Promark's GSA Schedule is a two-tier contract that does not compete or sell directly against its resellers in the government market.

Expand Your Public Sector Business

Ingram Micro Public Sector Business Program allows resellers to leverage existing Promark contracts to grow their federal, state and local customer base and sales opportunities.

Augment Existing GSA Schedule

Resellers entering a Contractor Teaming Arrangement (CTA) with can meet government requirements by selling products from both their existing GSA Schedule and Promark's GSA Schedule.

Public Sector Business Program

The ability to sell to the government opens up a variety of opportunities for businesses, however, it is often associated with complicated contracting processes and long sales cycles. Ingram Micro Public Sector Business Program was put in place to help resellers navigate the government selling process and expand the reach of their business. The core of Public Sector Business Program is Promark's GSA Schedule as it can help reduce the level of competition in government opportunities to only those contractors that also hold Schedule contracts. It also helps close opportunities more quickly since the pricing and terms and conditions have already been pre-negotiated.

Ingram Micro Public Sector's Business Program provides authorized resellers the ability to leverage the Promark GSA Schedule to market and sell products and solutions to federal government organizations. Through the use of GSA's Cooperative Purchasing Program, authorized resellers can also sell to state and local governments who benefit from pre-vetted vendors on a variety of information technology products and services. This enables these entities to meet their mission while reducing costs and maximizing efficiency.

Quote / Order Process

1) Partner Authorization

One of two ways to become an eligible GSA Reseller on the Promark GSA Schedule:

- **Contractor Teaming Agreements (CTA)** are established for those resellers who hold their own GSA Schedule.
- **Participating Dealer / Agent Agreements** are established for those resellers who do not hold their own GSA Schedule. This allows the ability to sell all products through Promark's GSA Schedule, with appropriate Vendor Authorizations.

Once Authorized

- There are many products on the Promark GSA Schedule, all products can be sold by the reseller, as long as they are authorized.

2) Vendor Authorization *(once reseller authorized)*

- Vendor authorization requirements, if any, are referenced on the GSA Vendor Chart provided herein.

3) Quoting

- **The GSA Schedule Number must always be referenced: **GS-35F-303DA****
- **Size Classification:** Promark is a "Large Business" and as such **does not** qualify for small business, set-aside opportunity requirements.
- **Confirm GSA Part Number:** Reseller ensures that they are correctly referencing the Part Number provided on the GSA quote provided. The Sales Representative can confirm the cost and part number, Federal skus may differ from Commercial.
- **Open Market Labeling:** Products not on Promark's GSA Schedule should be clearly identified as "Open Market".
- **GSA Cost:** The GSA contractual cost will be included in the formal GSA quote. This is the ceiling cost, the end-user can not be charged a price that is greater than this. The reseller may not quote a value higher than the GSA "Not to Exceed" price to the end-user.
- **Disallowed Charges:** The IFF (Industrial Funding Fee), shipping charges, credit card fees, and taxes are not included in the contractual price, and cannot be charged as individual line items to the end user.

4) Placing an Order

- Upon receipt of the Award, Reseller places their PO with Promark/Ingram Micro referencing the fact that it is a GSA transaction. Additional documents required for a GSA transaction are the end-user PO and the quote that you provided to the customer.
- Reseller submits the PO indicating that it is a GSA order. The reseller quote to the end-user and the end-user PO is required.

5) Receiving an Order

- Reseller receives the Award from the end user. The PO from the end-user should be made out to the Reseller and reference Promark's GSA Schedule number.

6) Industrial Funding Fee

- The IFF is the administrative fee (.75%) that Promark has to pay to GSA. It is charged against only the SKUs that are on contract and is added to the Reseller's invoice as a separate line item.
- The IFF is based on the awarded price.

7) Receiving Product

- All orders will be shipped in accordance to the shipping instructions provided on the reseller PO, within the specified terms of Promark's GSA contract.

8) Invoices from Promark/Ingram Micro

- Once an order has been placed, and fulfilled the reseller will receive an invoice from Promark/ Ingram Micro. It will include the quoted price of the product sold, the IFF, applicable shipping charges, and administrative charges.

9) Reporting

- Quarterly reports are required from all reseller partners and are due by the tenth day of each month following a calendar quarter.

Verified Vendors

Please note these are vendors as of May 2023. Changes are made throughout the year. Please contact your Sales Representative for the most up-to-date listing.

Reseller Authorization Required		Opportunity Authorization Required	Partner Level Required	No Authorization Required	
Acronis	Pivot3	Dell	Cisco	APC	Kodak Alaris
EMC	Polycom	Panasonic Toughbook	Dell	AppyDynamics	Lexmark
ExaGrid	Roland		HPE	Arcserve	LG
HP Enterprise	Rubrik		VMware	Brother	NCS
Infinidat	Smart Technologies			ENET	Overland
Juniper Networks	Veeam			Fujitsu	Scale
Lenovo	Veritas			Hycu	SonicWall
Microsoft Surface	VMware			Jabra	Targus
Nexsan	Zebra Technologies			Kensington	

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View Additional Information on Promark's Website: <https://promarktech.com/gsa-schedule/>



For further information on our programs, please contact your Sales Representative or the Public Sector Business Development team:

General Questions or Concerns:

GSA@promarktech.com or
(800) 634 0255