



Save even more: HP Offerings for the IT Contract available through National IPA

IT Contract R160203

“Can a procuring entity obtain even more aggressive pricing than the National IPA discount?”

“Can even more aggressive pricing be authorized without a formal bid, RFP, ITV or ISB?”

The above are common questions and both answers are YES!



Trust HP to help you deliver superior public value by enabling state and local governments to successfully and efficiently achieve critical outcomes.

What is “special fixed pricing?”

“Special fixed pricing” is the same aggressive pricing you would obtain by preparing a separate RFP, ITB, ISB or bid. By using HP Offerings for the IT Contract available through National IPA, instead of going out to bid, you may save hundreds of dollars by eliminating the resources you would spend to create, analyze and negotiate complex bids and responses, plus manage multiple contracts.

So when you hear someone say they “can beat the National IPA,” what they mean is they are obtaining “special pricing.” Special pricing is available by simply contacting your HP Sales Representative.

Call your HP Sales Representative directly if you are considering:

- Preparing a Request for Proposal (RFP), ITB, ISB or bid
- Buying a large volume of a product, or a combination of products, within a negotiated time period (i.e. 30-, 60-, 90-day)
- Doing strategic sourcing or standardizing on a product configuration, such as notebooks or desktops

Rest assured—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 plan your budgets to meet your government funding requirements and save money!

To contact your HP Sales Representative:

A. Simply go to the www.hp.com/buy/nationalIPA, select your state, and view the contact information listed at the center bottom of the website page, or call

State and local government	1-888-202-4682
Education	1-800-888-3224

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 specified timeline
- Close out or promotional pricing

Learn more at www.hp.com/buy/nationalIPA

