

Troxell Awarded The AV Contract Under The National IPA Cooperative



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PHOENIX, Nov. 10, 2016 /PRNewswire/ -- Troxell, a national leader in educational technology solutions for more than 60 years, is proud to announce that it has been awarded the AV Contract under the national cooperative purchasing organization, National IPA/TCPN. As one of 16 respondents and only one of 3 vendors awarded the contract, Troxell was granted the highest evaluation score. The criteria included scoring on products/pricing, performance capability, qualification and experience, and value.

Contract Number R160903, awarded by Region 4 Education Service Center, Houston, TX, is effective from October 1, 2016 through September 30, 2019. On the contract, Troxell represents 138 manufacturers for both products and services, offering a wide range of discounts.

"We are pleased to be awarded the AV Contract through National IPA," said Mark Barber, Senior Vice President of Sales. "We have been on the previous contract offered through TCPN since 2011. With the merger of National IPA and TCPN, the cooperative has more knowledge and purchasing power than ever before, now providing a more robust contract portfolio to education institutions."

Through National IPA, Troxell participated in a comprehensive Request for Proposal (RFP) competitive solicitation. National IPA employs industry best practices, processes and procedures ensuring the quality of the vendor and contracts in their portfolio.

Troxell continues to participate in multiple national, regional, state and local contracts, helping educational institutions pay less for products and reduce administrative costs in order to overcome the challenges of tight and diminishing budgets.

For more information, visit www.etroxell.com or call Mark Barber at 800-352-7912 x1003.

About Troxell

Headquartered in Phoenix, AZ, Troxell has more than 60 years' experience as the nation's leading end-to-end solution provider for education technology and collaboration in K-12, higher ed, government and corporate. With 65 offices nationwide, we combine large-scale purchasing power with the high-touch, consultative approach of a local specialist.

Since 1990, Summit Integration Systems, a Troxell company servicing Texas and Louisiana, has had the knowledge, products and experience necessary to successfully initiate, manage and complete audio visual integration projects of any size and scope in the most demanding environments, on time and within budget.

About National IPA

National Intergovernmental Purchasing Alliance (National IPA) is a cooperative purchasing organization dedicated to serving public agencies and educational institutions nationwide. All cooperative agreements available through the National IPA program have been competitively solicited and publicly awarded by a public agency/governmental entity (e.g. state, city, county, public university or school district), utilizing the best public procurement practices, processes and

procedures. The lead agencies are independent of the cooperative allowing the agency to be focused on the best value for the agency. The lead-agency not only prepares the solicitation, but awards, administers and utilizes the agreement for its own needs thereby limiting the award to the supplier that provides the best value to the agency and agencies nationwide.

For Press Inquiries Contact: Raigan Irwin-McCabe, VP of Marketing

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