

Subject: Welcome to New Pelco GSA Dealers

From: "Blackmer, Jeff" <jblackmer@pelco.com>

Date: Fri, 18 Jun 2010 06:54:00 -0700

CC: "Robledo, Megan" <megan.robledo@pelco.com>

Greetings--

We are please to advise you that GSA has recently issued modification PO 25 to Pelco's GSA Contract GS-07-9323S. This modification approved the addition of your dealership as an authorized reseller under the Pelco Contract. As such, you are now authorized to solicit and accept orders from government agencies under the terms and condition of the Contract. You are also authorized to invoice and accept payment for any resulting sales made under the Contract.

We will shortly add your dealership to the list of authorized Pelco resellers in GSA Advantage, GSA's electronic shopping site for authorized government customers. At some point thereafter you will receive a message from GSA requesting that you register in PO Portal so that you can receive purchase orders that may be issued to your company through GSA Advantage. We encourage you to respond to this message promptly and follow the registration link.

In order to assist you in understanding the Pelco GSA program and to help get you started in your government sales efforts, the following documents are attached:

--General program guidelines, including how to properly report your GSA Contract sales.

-- Eligibility to Use GSA Contracts. This was provided by GSA, and includes a list of users that are eligible to use the GSA Contracts as a source of supply. You might be surprised at some of the names on the list, and it could give you some ideas of possible target customers. Additionally, the Pelco Contract is covered under Cooperative Purchasing. This means that state and local governmental entities are eligible to use the GSA Contract, based on their local procurement regulations.

--A spreadsheet to document your government credit card or other sales when you do not have a government PO or other sales documentation.

The Contract modification also approved several price and model changes to the Contract. A preliminary version of the revised GSA list will be sent to you as soon as it is revised. Lastly, you are receiving this message as we have you listed as the primary contact for your dealership. All future messages concerning GSA matters, including price lists, promotions, Contract changes, etc. will be sent to you. Please advise us if there is someone else in your dealership who should be receiving this information instead.

Please feel to contact me if you have any questions concerning the Pelco GSA program or government sales in general. We are looking forward to working together to increase your Pelco government sales.

Jeff Blackmer
Industry Director, Government
Pelco
Phone: 301-698-7306
Fax: 301-698-7307
Cell: 240-401-8267

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