

## Ten Sigma—Starting Line Cooperative Purchasing Options

Regional Services Centers and Special Education Cooperatives have two ways for their member districts to benefit when purchasing Starting Line workbooks: (1) Cooperative Discount and (2) Direct Ordering.

### Cooperative Discount

Member districts order directly from Ten Sigma and receive discounted pricing for being a member of the cooperative or service center.

#### Discount Pricing

- Foundations Cooperative Discount Price: \$22.95 (Normally \$26.95)
- Fast Track Cooperative Discount Price: \$34.95 (Normally \$44.95)

#### Ordering Procedures

Provide member districts with the “Cooperative Discount” order form on page 3 of this document (also available at <http://tensigma.org/districtform>).

### Direct Ordering (requires a minimum order of 100 workbooks)

Cooperatives or service centers can place one large order for all the districts and receive an additional discount. In this method, districts will receive the same discounted pricing as in the *Cooperative Discount* method. However, cooperatives will receive an additional \$2 (Foundations) or \$3 (Fast Track) discount per manual. This discount can be used either to cover the costs of managing the direct order process and distribution of workbooks or passed on to purchasing districts.

#### Discount Pricing

- Foundations Direct Order Price: \$20.95 (Cooperative Discount Normally \$22.95)
- Fast Track Direct Order Price: \$31.95 (Cooperative Discount Normally \$34.95)

#### Ordering Procedures

1. The cooperative or service center decides whether to pass the additional discount on to member districts or keep it to cover administrative costs.
  - a. If cooperatives or service centers choose to pass on the additional discount to member districts, send form “A” on page 4 of this document to member districts
  - b. If cooperatives or service centers choose to keep the additional discount to pay administrative costs, send form “B” page 5 of this document to member districts to member districts.
2. Prior to sending the chosen form to member districts, set a deadline for returning completed forms.
3. Once you have received completed order forms from member districts, complete the “Cooperative Direct Order Form” (see page 6 of this pdf) and submit the completed form to Ten Sigma.
4. Once the order is received, Ten Sigma will ship the workbooks to the cooperative or service center. The Cooperative or Service Center is responsible for distributing the workbooks to member districts and gathering payment from districts.