

Starting Line

Member District and Cooperative Purchasing Options

Qualifying Service Centers and Cooperatives have two ways for their member districts to benefit when purchasing workbooks or licenses: (1) Member District Discounts and (2) Cooperative Direct Order Discounts.

Member District Discount

Using this method, member districts order Starting Line workbooks or PDF licenses directly from Ten Sigma and receive a discounted price for being a member of your cooperative.

Member District Discount Pricing

	Retail Price	District Price
▪ Foundations Printed Workbook Cooperative Discount Price:	\$26.95 each	\$22.95 each
▪ Foundations Editable PDF Licenses Cooperative Discount Price:	\$14.95 each	\$12.95 each
▪ Fast Track Printed Workbook Cooperative Discount Price:	\$44.95 each	\$34.95 each
▪ Fast Track Editable PDF Licenses Cooperative Discount Price:	\$21.95 each	\$19.95 each

Ordering Procedures

If you choose this method, provide member districts with the “Member District Discount” order form on page 3 of this document (also available at <http://tensigma.org/districtform>).

Cooperative Direct Order Discount (requires a minimum order of 100 workbooks or PDF licenses to qualify)

Using this method, cooperatives place one large order on behalf of their member districts. When placing their order, cooperatives receive the “Direct Order Price” listed below. They can charge their member districts the “District Price” and use the difference in price to pay administrative costs or charge member districts the “Direct Order Price” and pass the savings on to member districts.

Cooperative Direct Order Pricing

	District Price	Direct Order Price
▪ Foundations Printed Workbook Direct Order Price:	\$22.95 each	\$20.95 each
▪ Foundations Editable PDF Licenses Direct Order Price:	\$12.95 each	\$11.95 each
▪ Fast Track Printed Workbook Cooperative Discount Price:	\$34.95 each	\$31.95 each
▪ Fast Track Editable PDF Licenses Cooperative Discount Price:	\$19.95 each	\$18.95 each

Ordering Procedures

- Determine if the cooperative is interested in facilitating a large volume purchase (min. 100 units).
- Decide whether to charge member districts the “District Price” or the “Direct Order Price”.
 - If charging member districts the “District Price”, send them form “A” (page 4).
 - If charging member districts the “Direct Order Price”, send them form “B” (page 5).
- Set a deadline for when districts need to return their completed forms and payment for their orders.
- Once you have received the completed order forms from member districts, fill out the “Cooperative Direct Purchase Form” (page 6) and submit the form and payment to TenSigma.
- For printed workbook orders, Ten Sigma will ship workbooks to the cooperative, which will distribute them to member districts.
- For PDF license orders, Ten Sigma will contact member districts regarding access to their PDF licenses.