

Getting Started with OETC

This guide will walk you through the steps that your company can utilize to successfully sell your OETC-contracted product with us.

1. Set Up Your OETC Store Page
2. Start Marketing to OETC Members
3. Learn More About OETC

Contact Us

marketing@oetc.org

471 High St SE STE 10
Salem, Oregon 97301

(800) 650-8250
Fax: (503) 625-0504

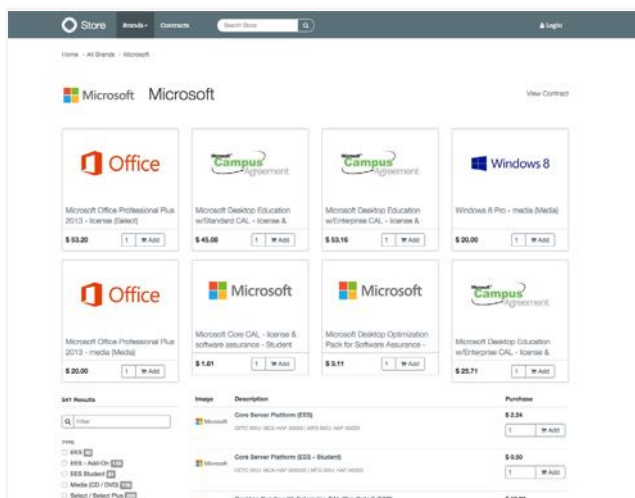
1. Set Up Your OETC Store Page

OETC hosts our own online store that allows membership to request quotes and buy directly through store.oetc.org.

Choose Landing Page or Product Listing

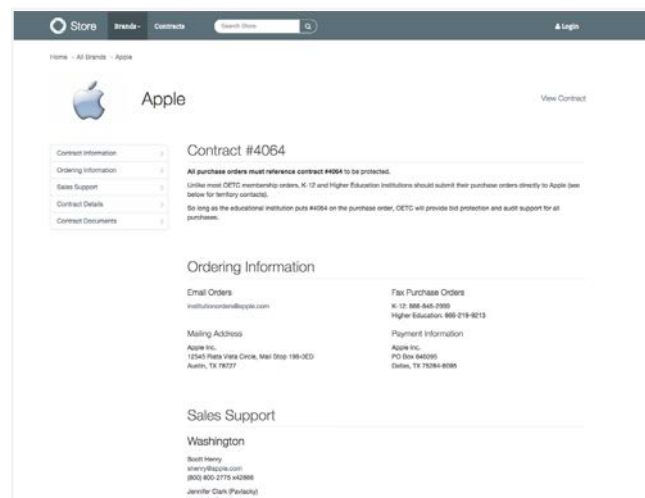
Product listings allow our membership to browse and purchase your products directly through the OETC store.

A **landing page** describes your company and the contract you have negotiated with OETC. Some products are too complex to be purchased one at a time on an online store. If your company does not want OETC to take product orders directly, you may choose to just have a landing page.



An example of a vendor page that has **public pricing** and **products listed**.

store.oetc.org/brand/microsoft.



An example of a vendor page that is a landing page with **no products listed**, and **private pricing**.

store.oetc.org/brand/apple.

Choose Public or Private Pricing

If you choose to list products on the OETC store, you will have the option of either public or private pricing.

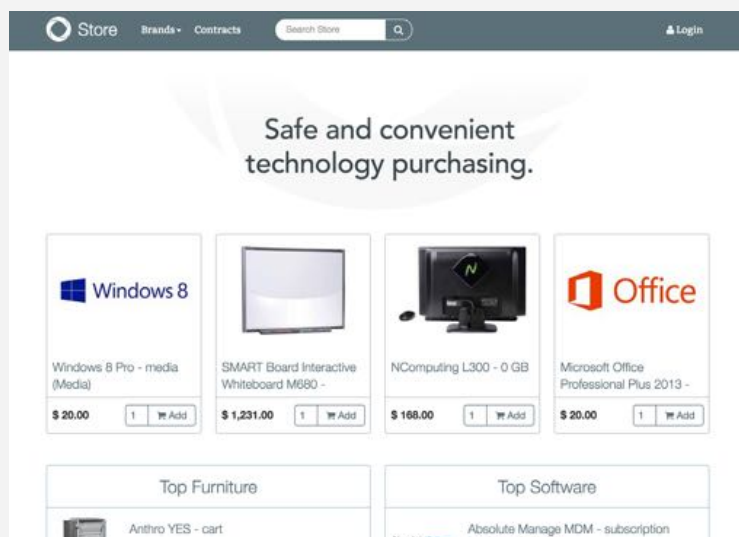
Public pricing enables OETC's operations team to help vendors with pricing quotes so that members can easily and accurately purchase directly from the store.

Private pricing allows vendors to keep their contract negotiations with OETC private, while still listing their products for purchase on the store.

Contact marketing@oetc.org to set up your store page.

Online Store

The OETC store generates 50 million dollars of revenue each year on average. Unlike most other contracting businesses, OETC hosts our own store that allows membership to request quotes and buy directly through store.oetc.org.



Send Quotes Directly

On OETC's store, members can access pricing quotes on OETC-contracted products. Members are quoted the price they will be charged for the exact quantity of a product they desire before they make the purchase, creating a system of reliability and easy purchasing. Some of our members will only buy from a vendor if they know that they can find them on the OETC store.

As a vendor, we help you by providing an operations team trained to deliver quick and precise quotes on your OETC-contracted product. This means that you can ensure correct quality pricing to your customers when delivering quotes, and that the purchase order submission process to OETC will be accurate.

Product and Pricing Maintenance

As a vendor with OETC, you will receive a pricelist template. This template provides the operations team the necessary information to add your products to the OETC store accompanied with the correct pricing.

When an update needs to be made to the products your company offers—whether it be a price change or the introduction or discontinuation of a product—the operations team will send you a document that allows you to make these updates. You may update pricing, let OETC know which products need to be discontinued, which products will still be offered, and which new products should be added to the store at anytime. We will work with you to keep your product listings on the OETC store up to date.

Contact marketing@oetc.org to set up your store page.

2. Start Marketing to OETC Members

Marketing Opportunities

Pacific Northwest Events

Each year OETC hosts events for K-20 educators, administrators and leaders focused on integrating technology into their classrooms, school districts and institutions. These events bring hundreds of people together to learn about technology integration strategies and hear world-class talks about education, technology and leadership.

Vendors have various opportunities to sponsor events, have their products featured, and gain access to an audience of many influential leaders in education in the Pacific Northwest.

Influential Partnerships

OETC often partners with prominent organizations in technology integration leadership, including the Idaho Education Technology Association (IETA) and the Association for Computer Professionals in Education (ACPE). Thomas Richards, executive director of OETC, sits on the board of ACPE's Northwest chapter.

These partnerships, alongside OETC's array of yearly events, provide opportunities for vendors to connect with a diverse and influential audience.

To learn more about our events visit events.oetc.org.

Membership Communications

OETC sends regular newsletters to our vast email membership with updates about vendor products and the unique features that accompany their contracts.

OETC's website is a resource for professionals in education to view a news stream with consistent, informative articles on the happenings at the company—including announcements of new contracts and products, purchase order date reminders, and promotions of product resources.

Contact marketing@oetc.org to set up an email announcement and news post.

3. Learn More About OETC

Who We Are

OETC is a membership consortium of K-12 and Higher Education institutions with an elected board of directors. Founded in 1983, OETC represents over 900 educational institutions that serve over 750,000 students. From Portland State University, the largest public university in Oregon, to the Nome School District in rural Alaska, OETC represents institutions large and small.

OETC Contracts

All our contracts, RFPs and supporting materials, such as proof of local advertisement, are available to our membership on our website at store.oetc.org/contracts.

The contract that your company has negotiated with OETC allows our large membership of K-12 or Hi-Ed institutions to benefit from the service and support that our organization provides through its customer service team, commitment to education, and large-consortium buying power. If institutions buy your product directly from the OETC store, they are ensured a competitively bid, RFP-backed contract complying with member bid laws that saves their purchasing team time and energy.

Meet the Team

In doing business as a vendor with OETC, you will likely work closely with a few members of our team to ensure that your needs are met.



Thomas Richards

Executive Director

Thomas was hired in 2009 by OETC's Board of Directors to oversee and execute the mission of the company.



Kaui Arnold

Operations

Kaui handles vendor relations in regards to purchasing, product quotes, member orders, order statuses, product returns, and product pricing changes.



Kristi Pippert

Operations Director

As the operations director, one of Kristi's many duties is to ensure that purchasing and vendor communications run smoothly on a daily basis.



Hannah Leslie

Marketing and Communications

Hannah will be your point of contact for any marketing-related emails, website posts, and the OETC store page set up.

Board of Directors

OETC is professionally managed by a dedicated, hands-on staff. The membership elects a board of directors to oversee the staff and provide organizational guidance. Board seats are filled annually by a vote of the membership, and a board term lasts three years. Below is a list of our current board members:

Rachel Wenten-Chaney

Central Oregon Information Project Manager
High Desert ESD

Tricia George

Director of Technology and Information Services
North Clackamas School District

Chad Stiteler

Chief Financial Officer
Anchorage School District

Sharon Blanton

Vice President of Information Technology
Hawaii Pacific University

Mark Finstrom

Chief Technology Officer
Highline Public Schools

Mike Fleckenstein

Information Technology Executive Director
Anchorage School District

Kirk Kelly

Associate Chief Information Officer and Chief
Information Security Officer
Portland State University

Josh Klein

Chief Information Officer
Portland Public Schools

Shelby Reynolds

Manager for Instructional Technology
and Library Services
Northshore School District

David Roberts

Administrator of Technology
Boise School District

Don Wolff

Chief Information Officer
Hillsboro School District

Contact Us to Get Started

Contact marketing@oetc.org to set up your preferences on the OETC store page, and to arrange an email announcement and news post for your OETC-contracted product.