

To: SAKAI America Dealer Team
From: Brad Belvin, Manager, Sales & Marketing
RE: National Buying Cooperative: HGACBuy (Houston-Galveston Area Council)

We are happy to announce that SAKAI America is once again a Contractor in the nationwide HGACBuy cooperative list. We are a Contractor on the Street Maintenance Equipment Contract SM10-20 with a contract timeframe of 10/1/2020 – 9/30/2024.

If you are unfamiliar with this buying program, this is a great opportunity for us to be even more successful together in selling to the government and municipality end-user community within the United States.

There are several separate files you can download to help explain the program.

1. HGAC Member Contract Price table for SAKAI America machines
2. HGAC Contract Pricing Worksheet
3. HGAC Contract Pricing Worksheet explanation
4. End-user 1-page “how-to” that we encourage you to share with your current and potential municipality customers

Please reach out your Regional Sales Manager or email hgac@sakaiamerica.com, if you have any questions.

What is the HGACBuy Cooperative Purchasing Program

Though the organization sponsoring this buying group is in Texas, any government or municipality end-user within the United States is eligible to participate, free of charge.

The Houston-Galveston Area Council (HGAC) is the largest of 24 Councils of Government (COG) in Texas, and is a political subdivision of the State of Texas. It has been serving local governments for more than 40 years.

HGAC's Cooperative Purchasing Program, known as HGACBuy, was established pursuant to Texas Interlocal Cooperation Act [Texas Local Government Code, Title 7, Chapter 791]. The Act allows local governments and certain non-profits to contract or agree under the terms of the Act to make purchases or provide purchasing services and other administrative functions appropriately established by another government entity. The Interlocal Contract (ILC) is the required legal document that establishes a link between the End User (local governments and certain non-profits) and HGACBuy, and gives the End User access to HGACBuy contracts.

HGACBuy contracts are established based on the requirements of [Texas Local Government Code, Chapter 252]. Products and services are contracted after having been subjected to either a competitive bid (IFB) or competitive proposal (RFP) process. Contracts are blanket type, usually for a term of two or three years. Use of HGACBuy for purchases by any End Users is strictly at the discretion of that entity. End Users issue their purchase orders to and pay directly the HGACBuy Contractor.

www.hgacbuy.org



HGACBuy Program Dealer FAQ

1. Why you should care about supporting this program?
 - HGACBuy is an established buying coop for additional sales opportunities with municipalities and government agencies
 - It is a nationwide cooperative purchasing program
2. What's in it for you, the dealer partner?
 - More streamlined, less red-tape process for selling to municipalities
 - Excellent dealer profit
 - No additional \$ investment
3. What is SAKAI America asking me to do?
 - Send your current and potential municipality customers the attached 1-sheet "how-to"
 - Work with SAKAI America Regional Sales Manager to promote purchasing SAKAI soil and asphalt rollers through this program.
4. Who is eligible to buy from HGACBuy?
 - Any US based municipality is eligible to purchase from HGACBuy after signing up online
 - The municipality does not need to be in the Houston-Galveston area or within Texas
5. What about parts, service and warranty?
 - This will be handled through you, the dealer as usual
 - Direct parts contact is parts@sakaiamerica.com
6. What about machine options?
 - Machine options are available, but they are not published on the contract. Work with your Regional Sales Manager to include requested options on the official Contract Pricing Worksheet.
7. Other questions?
 - Contact hgac@sakaiamerica.com and we will get back to you asap.

Dealer steps:

1. Talk to your government municipality customer base about HGACBuy and send them the attached 1-page "how-to" sheet.
 - Reassure them of the benefits of the program and how it will save them time and money
2. Work with your SAKAI America Regional Sales Manager to develop pricing and a Contract Pricing Worksheet
3. The end-user will submit a signed PO to SAKAI America.
 - SAKAI America will send the signed PO and Contract Pricing Worksheet to HGACBuy for approval.
4. HGACBuy will send an order confirmation to Sakai America and the end-user.
5. End-user will pay Sakai America within 30 days ... then you get paid!