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# ELEVATING GOVERNMENT SALES: DISCOUNTCELL



**Jen King**

President, DiscountCell  
VP of Government Contracting, GetWireless



# DiscountCell Joins Growing Value-Added Distribution Platform With Alliance, GetWireless, and TESSCO

Providing assistance to the Channel with Government Sales and Contracting



# What does this mean?

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## Partnerships...

- DiscountCell will no longer be a direct reseller
- Admin Fees – reduced or zero
  - some covered by manufacturers



# Contracts

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- NASPO ValuePoint Wireless Contract  
(same contract as the Cellular Carriers)
- Texas DIR – Law Enforcement Scope
- UETN – Utah Education Tech Network  
utilized by Higher Ed and K-12 Education in the State of  
Utah as well as other States – Private LTE/CBRS equipment
- Federal – GSA Contracts and NASA SEWP



Texas Department of Information Resources



# Scope of the Contract

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- **NASPO ValuePoint Wireless Contract:** Category includes any equipment or accessories operating over cellular carrier provided network services or intended for use with cellular connected devices.
- No approval to add new products as long as within the Scope
- Does not include laptops and servers - detachable keyboard denotes tablet and is included



# Private LTE included

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- RAN --> End Points
- Complete solution available at affordable costs
- Experience in deployment



# Next Steps

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Partner agreement needs to be signed with each partner who wants to participate and utilize any or all Contracts



TX DIR requires subcontractors to be added so let me know if you want to start process to be added



Come talk to us and we can answer any further questions!!





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# THANK YOU

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