

# TOSHIBA

Leading Innovation >>>

## Government Communication Solutions



# THE TOSHIBA DIFFERENCE

## An Industry Leader That Understands Government Requirements

Effective communication is the cornerstone of most daily government activity, and powerful, reliable communications equipment can make a critical difference. When performance counts, you can count on Toshiba.

We offer a full range of flexible, high-quality communications systems – all with superior reliability. A recognized leader in telecom products, Toshiba has spent the last 130 years building a worldwide reputation for innovation and reliability. Maintaining our legendary product quality is a top priority – so your investment makes sense today and in the future.

Toshiba understands the requirements unique to government agencies and how to best support them. As a Toshiba government customer, you gain access to knowledgeable professionals who are trained in every aspect of Toshiba systems.

Our authorized network of Toshiba Telecommunications System Division (TSD) dealers will help you select, purchase, install, and service your critical communications equipment. They will work with you to ensure the efficiency and productivity of your systems.

You can also trust Toshiba to fully support your purchase – today and years from now.

Select Toshiba and you can count on these critical advantages:

- A nationwide network of over 600 authorized Toshiba TSD dealers
- Specialized government account managers and customer service representatives
- A single point of contact for streamlined order processing and service
- A variety of procurement and payment options that meet specific needs
- Uniquely responsive service and support for optimal performance

Whether you purchase for government agencies at the Federal, State, County, or Local level, the Toshiba Government Communications Program is your source for comprehensive communications systems that can handle your information-management requirements.



# COMPLETE SUPPORT

## Government Purchasing Options

The Toshiba Government Communications Program offers several purchasing options designed to meet your specific requirements.

### GSA Schedule Purchases

If your organization is authorized to purchase from the General Services Administration (GSA) Schedule, the Toshiba GSA Schedule (contract number GS-35-F-0252T) offers a fast, easy purchasing path that eliminates time-consuming bids. Take advantage of these benefits:

- Standardized pricing for equipment and installation
- Simplified budget information for accurate purchase and installation forecasting
- A dedicated Toshiba government specialist to coordinate all aspects of your purchase

When you order Toshiba communications systems through our GSA Program, you have several convenient payment options:

- GSA SmartPay® purchase cards
- Toshiba Financial Services leasing programs
- GSA Advantage!® online ([www.fss.gsa.gov](http://www.fss.gsa.gov))
- Discounts for prompt payments and bulk purchases

### Open Market Purchases

If you prefer to purchase on the open market, rather than through the Toshiba GSA Schedule, competitive pricing is also available through your local authorized Toshiba TSD dealer. These dealers can offer you affordable pricing as well as the benefits of Toshiba Financial Services Leasing programs.

### GSA MAS Contract Purchases

Through GSA's Multiple Award Schedule (MAS), contracts are approved and awarded rapidly. Open to all Federal agencies as well as State and Local organizations, those agencies and vendors who order using MAS contracts receive some unique benefits, including:

- Administrative savings and reduced acquisition cost
- No synopsis required
- Shorter lead-times and turn-times

- Compliance with various laws and regulations
- Volume purchase prices across an agency
- Wider selection of commercial services and products
- Access to the latest technology

Clients who qualify for MAS Contract purchases have these additional advantages:

- Meet competition requirements through pre-negotiated, best commercial rates
- Meet small business goals
- Offer easy payment options
- Keeps solicitation continuously open

Your Toshiba Government Communications Program dealer can help you determine if your agency is qualified to purchase through GSA MAS Contracts.

For recurring orders, your agency may realize additional savings by establishing Blanket Purchase Agreements (BPAs) under your GSA Schedule contract. A BPA streamlines the order process, reduces your administrative efforts by eliminating individual orders and payments, and lets you leverage your agency's buying power through volume purchases.

Government agencies awarding and administering contracts during emergencies are encouraged to seek out prequalified GSA contractors. Please see the May 2007 Emergency Acquisitions Guide, developed by the Office of Federal Procurement Policy and released by the Office of Management and Budget (OMB), available at [www.whitehouse.gov/omb/procurement/guides/emergency\\_acquisitions\\_guide.pdf](http://www.whitehouse.gov/omb/procurement/guides/emergency_acquisitions_guide.pdf), for information.

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### Protecting Your Investment in Toshiba Technology

From our Strata® CIX™ line of communication systems to advanced call center solutions, ISDN, Voice Processing, Voice Over IP, Computer Telephony Integration, and Interactive Voice Response systems, TSD provides comprehensive solutions for all your communication needs.

Proven Toshiba quality and reliability are built into every communication system we offer. Each unit is rigorously tested in real-world conditions, so you can depend on your Toshiba system's performance day-in and day-out. All our telephones provide flexible features and options that make your system easy to use. By effectively using your Toshiba communication system's many time-saving features, your employees will maximize their productivity and training time will be minimized.

### Meeting Your Communication Needs Today and Tomorrow

Toshiba communication equipment is specially designed with flexibility to match your specific applications. Our full line of communication systems provides the industry's strongest solution, meeting your changing communication needs.

Modularity is a key component of every Toshiba communication product. That means your government organization can cost-effectively upgrade your Toshiba system as needed. Best of all, our system's migration capability fully protects your investment in Toshiba communication technology. What's more, your Toshiba communication system is backed by our comprehensive warranty which guarantees your protection. What's the bottom line? Whether your government agency operates at the Federal, State, County, or Local level, Toshiba products give you the power to manage information and communicate with maximum effectiveness – with total reliability.

To learn more about Toshiba's commitment to government communication needs, call our government office at (800) 535-5039 x210, or visit our website at [www.telecom.toshiba.com](http://www.telecom.toshiba.com).

**COOPERATIVE PURCHASING.** Effective May 18, 2004, Cooperative Purchasing authorizes State and local government entities to purchase Information Technology (IT) products and services from the GSA's Schedule 70 and the Corporate Schedule contracts containing information technology (IT) Special Item Numbers (SINs). Cooperative Purchasing is limited to the purchase of Information Technology (IT) equipment, software, supplies, support equipment, and services. State and local government entities means: the states of the United States, counties, municipalities, cities, towns, townships, tribal governments, public authorities (including public or Indian housing agencies under the United States Housing Act of 1937), school districts, colleges and other institutions of higher education, council of governments (incorporated or not), regional or interstate government entities, or any agency or instrumentality of the preceding entities (including any local educational agency or institution of higher education), and including legislative and judicial departments.

**STATE & LOCAL RECOVERY PURCHASING.** Section 833 of the National Defense Authorization Act for Fiscal Year 2007, authorizes the Administrator of the General Services Administration to provide for the use by state or local governments of Federal Supply Schedules for goods or services that are to be used to facilitate recovery from a major disaster by the President under Robert T. Stafford Disaster Relief and Emergency Assistance Act, or to facilitate recovery from terrorism or nuclear biological, chemical, or radiological attack. A "major disaster" is defined by the Act to mean a natural catastrophe in any part of the United States, including its territories, which in the determination of the President causes sufficient severity and magnitude to warrant major disaster assistance to supplement the efforts and available resources of state and local governments. For more information on the Robert T. Stafford Disaster Relief and Emergency Assistance Act, go to: [www.fema.gov/about/stafact.shtm](http://www.fema.gov/about/stafact.shtm).

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