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.

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 Wente-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

**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

**Mike Fleckenstein**  
Information Technology Executive Director  
Anchorage School District

**Don Wolff**  
Chief Information Officer  
Hillsboro School District

Contact Us to Get Started

Contact [marketing@oetc.org](mailto: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.