

# Procurement Without An RFP

**Many agencies have more purchasing options than they realize.** WingSwept does not need to have a contract with your state for you to procure CMTS. In most cases, procurement can be streamlined through a Value-Added Reseller (VAR) or the GSA Schedule, both of which use pre-negotiated contracts to cut timelines, simplify reviews, and keep purchases fully compliant.



Challenge with a traditional RFP	How a VAR helps
Long timelines (9–18 months) and multiple evaluation gates	Leverages pre negotiated state or cooperative contracts so your order can cut directly to purchase order in weeks, not months
Complex legal reviews	Pricing and Terms & Conditions are already on file with the reseller, reducing contract review time.
Annual renewals consume staff hours	The VAR shares the responsibility of managing reminders, paperwork, and invoicing so your team stays focused on mission

## How The Process Works

**Choose a reseller already contracted with your state or city:** CMTS has worked with leading VARs to simplify the purchasing process for our customers.

**Confirm security & compliance once, not every time:** CMTS is FedRAMP® Moderate authorized, aligns with NIST 800-171 rev 5, SOC 2, HIPAA, and GovRAMP, and is hosted in AWS with encryption at rest and in transit and role-based access controls.

**Sign & deploy:** Because pricing and terms are already negotiated, most VAR orders skip separate legal review, allowing configuration and onboarding to start immediately.

## Alternative Option

### GSA SCHEDULE (CMTS GS 35F 0218X)

**Who Can Use It:** Federal agencies, many states, counties, and cities

**Why It Works:** GSA allows public agencies to purchase directly under federal terms—no new contract or RFP needed

**Procurement Benefit:** GSA has pre-approved pricing and terms, so legal review is often faster and simpler