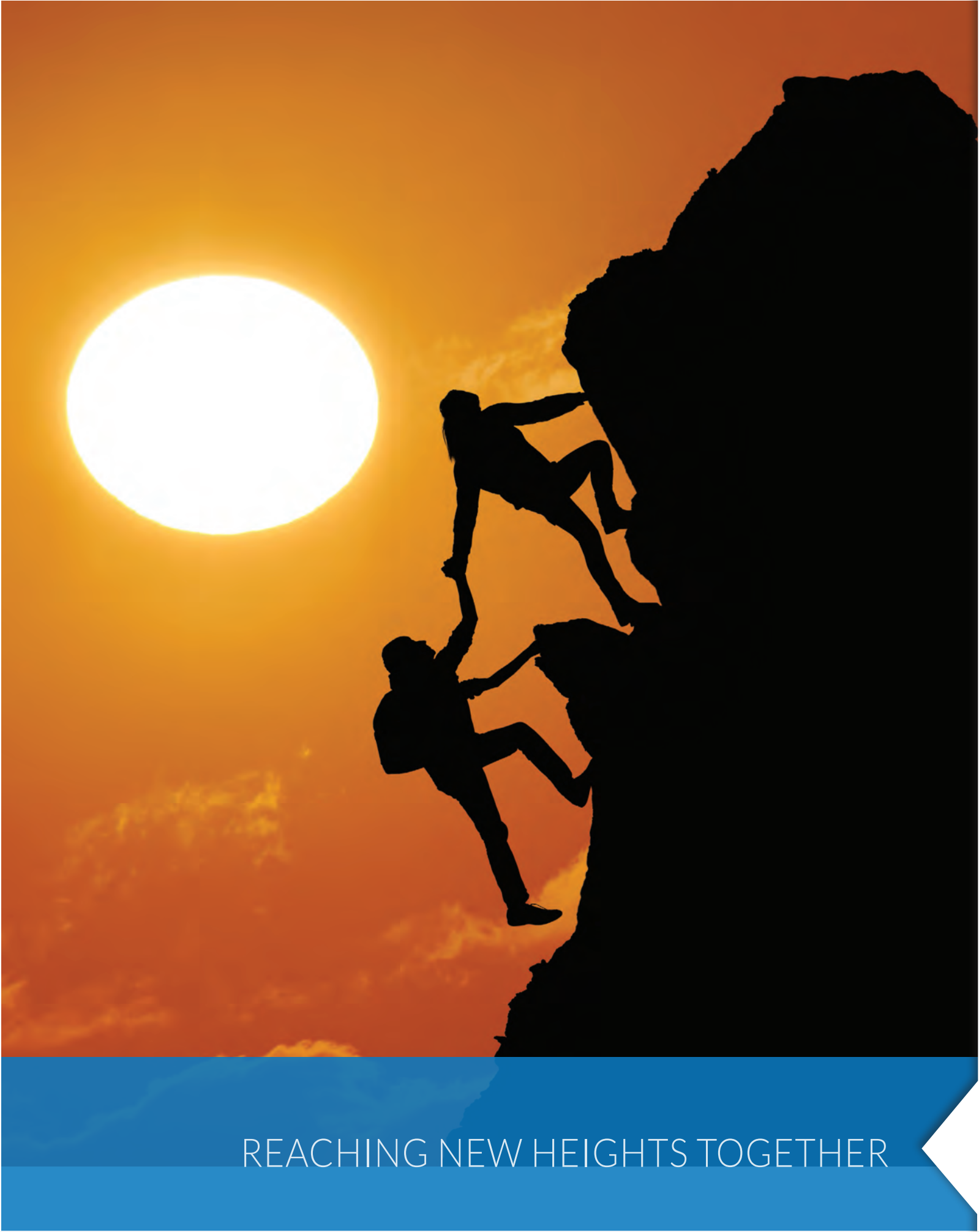


# THE E&I ADVANTAGE



serving all your sourcing needs

**E&I** Cooperative  
Services  
Sourcing. Strategy. Savings.®



REACHING NEW HEIGHTS TOGETHER

# E&I COOPERATIVE SERVICES

## WHO WE ARE

E&I Cooperative Services is the largest and most experienced member-owned, not-for-profit purchasing cooperative serving the needs of education. As a trusted advisor to the education community, we offer **over 100 competitively awarded contracts** as well as consulting services and electronic platforms to help you source effectively.

**Membership in the Cooperative is FREE** and the benefits are endless. We have a field-based team of Member Relations Executives located throughout the United States ready to provide you with localized attention and support. We also align ourselves with business partners who specialize in providing outstanding local coverage.

Our diverse portfolio of competitively awarded contracts is backed by the purchasing power of **more than 4,000 member institutions**. Last year alone, our members saved a combined total of \$200 million using our contracts.

### CONTRACT CATEGORIES

- |                            |                                 |
|----------------------------|---------------------------------|
| Athletics                  | Furniture                       |
| Automotive                 | IT Services                     |
| Books & Media              | Maintenance                     |
| Computer Software          | Medical Equipment & Supplies    |
| Computers & Networking     | Moving & Relocation             |
| Electronics & Peripherals  | Office Equipment & Supplies     |
| Express Delivery & Freight | Procurement                     |
| Facilities                 | Scientific Equipment & Supplies |
| Flooring                   | Services                        |
| Food Service               | Travel Services                 |
| Furnishings                | Regional Contracts              |





## CONTRACT PORTFOLIO

For more information regarding our competitively awarded contracts, please contact your **E&I Member Relations Executive**, or email [contract@eandi.org](mailto:contract@eandi.org).

E&I's Competitive Award Process optimizes the time and cost savings available to members.

Members across the country have worked together to develop our competitive process, ensuring an outstanding program that strives to meet your compliance requirements. This means our program has been developed by members in education, for members in education.

Our competitive process was recently validated by the National Institute of Governmental Purchasing (NIGP) as being in compliance with generally accepted procurement standards.

More than just upfront pricing discounts, this program delivers real time saving benefits. You don't have to conduct the RFP process because we do it for you. In fact, E&I handles everything from RFP development to contract management. By avoiding the time and costs associated with the RFP process, your staff is free to focus on other, more strategic priorities.

### Added Value & Incentives

E&I is *your* Cooperative, and your participation in member contracts offers many benefits. One of these benefits is an opportunity to share in the Cooperative's overall financial success.

Each year, the Cooperative pays out a percentage of the company's net income, if any, in the form of patronage. The amount distributed to each member is based upon each institution's contract utilization.

Many of our suppliers also offer exclusive rebates and incentive programs to help you save more. In some cases, these programs can even serve as a revenue generator for your campus. Our combined purchasing clout and expertise enable us to provide you with meaningful savings on a variety of products and services.

## E-PROCUREMENT SOLUTIONS

E-procurement delivers substantial benefits in several areas including: cost savings, time efficiencies, increased budgetary controls and reduced administrative workloads. E&I is proud to offer a number of e-procurement solutions to meet your needs.

### Advantages of E-procurement

The advantages of implementing an e-procurement system on campus are hard to dispute. E-procurement leads to:

- **Reduced costs** - Costs can be reduced by leveraging volume and by using system improvements to reduce external spend while improving quality and supplier performance.
- **Increased productivity** - Procurement staff members are freed from having to complete time consuming tasks and paperwork.
- **Increased visibility into spend** - Centralized tracking of transactions enables full reporting on requisitions, items purchased, orders processed and payments made.
- **Increased controls** - Standardized approval processes and formal work-flows ensure that the correct level of authorization is applied to each transaction and that spend is directed to draw off existing contracts.

E&I's e-procurement partners include ESM and SciQuest. The Cooperative's contracts can be enabled on either of these or any e-procurement platform. For more information, please contact Michael Mast, *Portfolio Support Executive - Technology*, at [mmast@eandi.org](mailto:mmast@eandi.org).

### Reverse Auctions

Reverse auction bidding technology is an innovative tool that should be in the toolbox of every strategic procurement professional looking to secure best available market pricing for products and services.

E&I's reverse auction service can be tailored to the unique needs and resources of our members to help obtain the best market pricing on a range of commodities and services used by the institution. E&I conducts its reverse auctions on the highly-acclaimed Procurex platform. This platform is perfect for the sourcing of any product or service where clear and concise bid specifications can be provided to suppliers.

For more information, please contact Gary Wilson, *Vice President, Market Development*, at [gwilson@eandi.org](mailto:gwilson@eandi.org).





## CONSULTING GROUP

To learn more about E&I Consulting Group and how we can help your institution, please contact Vince Patriarco, *Executive Director*, E&I Consulting Group at (607) 753-1473 or [vpatriarco@eandiconsulting.org](mailto:vpatriarco@eandiconsulting.org).

E&I Consulting Group is a consulting and professional services organization focused on procurement optimization in the educational marketplace.

A division of E&I, the Consulting Group helps schools and universities drive enterprise value across their entire supply chain, becoming more strategic so that they can accomplish more for less, drive down costs, and maximize operational efficiencies. We formed our consulting organization with the vision of helping our members streamline their approach to procurement while engineering long-term strategic improvements into their entire supply chain.

Our philosophy is that a best-in-class procurement operation relies on a number of key areas of focus, and this is where we look to focus and effect positive change:



Analytics & Intelligence



Strategy & Policy



Technology Optimization



People & Performance



Structure & Process



Monitoring & Controls

E&I Consulting Group offers a rich portfolio of integrated services that can be delivered together to exact true operational transformation – or à la carte to optimize specific aspects of your institution's business. Core services include organizational and operational assessments, strategic planning, spend analytics, business process redesign, technology evaluation and implementation, strategic sourcing, and more.

Visit us at [www.eandiconsulting.org](http://www.eandiconsulting.org) today or contact us to find out how we can help you.

## MEMBERSHIP OPTIONS

It's easy to become an E&I member...and it's free! Join today – there are two types of E&I membership available:

### E&I Voting Member

- Non-profit degree granting higher education college/university
- Non-profit private/public K-12 charter/individual school/school district
- Non-profit technical school
- Non-profit vocational school and non-profit teaching hospital affiliated with a college/university within the United States

Voting membership in the Cooperative is available for a one-time fee of \$5 (cost covers one share of E&I stock).

### E&I Contract Patron (E&I Only, Non-Voting)

- For-profit degree granting higher education college/university
- For-profit private/public K-12 charter/individual school/school district
- For-profit technical school, for-profit vocational school, preparatory schools

Includes other non-profit, tax exempt organizations, such as hospitals, healthcare related organizations, religious organizations, libraries, museums, foundations and others with a community of interest within the United States.

Membership is free.

For more information, please contact E&I's Membership Department at 1.877.MYEANDI (877.693.2634) or [membership@eandi.org](mailto:membership@eandi.org).



Let's be social.



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