

Your Cooperative, Working for You

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E&I Fast Facts – Calendar Year 2021



**Member Rebates/
Financial Growth
Incentives**



**140 Competitively
Solicited Contracts
For Members**

\$200+ Million
Average Annual Savings
with E&I Contracts



**What it Costs
to Join E&I**

**Over 5,500
Members**



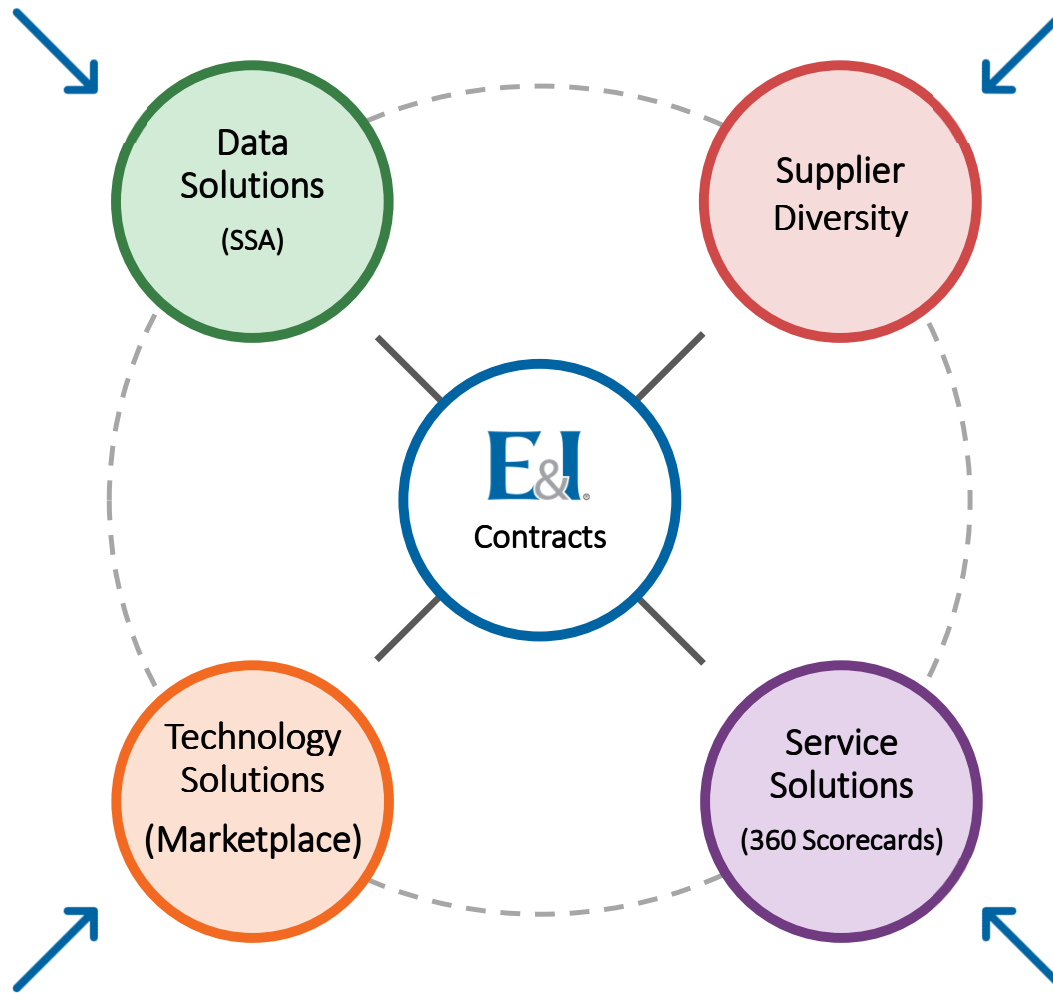
Over 90%
Competitively
Solicited
Contracts



R **E&I** THINK

EDUCATION PROCUREMENT



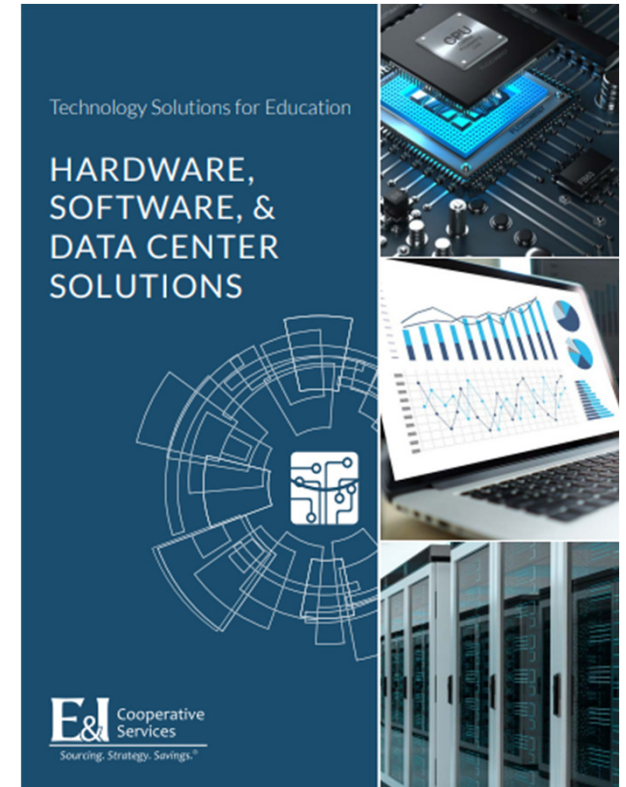
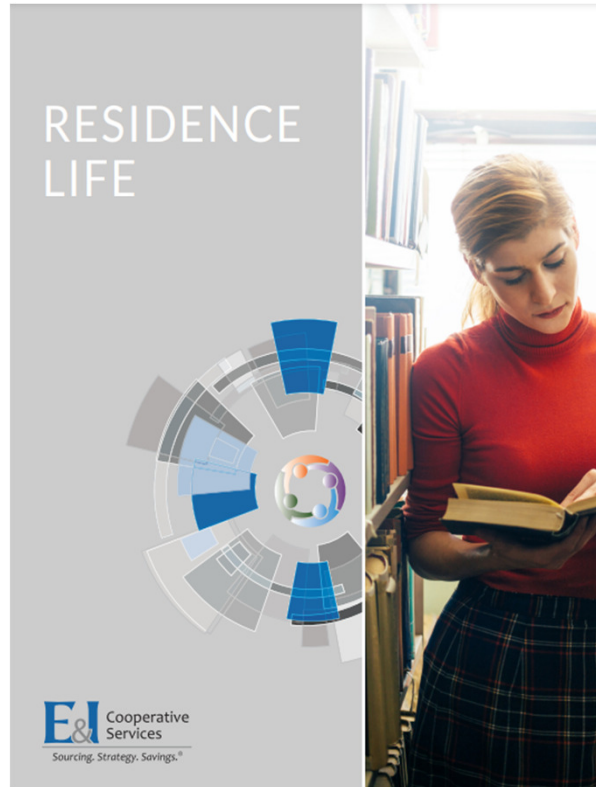


RETHINK COMPETITIVE CONTRACTS

Save immediately with 140+ competitive contracts



E&I Category Specific Contract Portfolios (3 of many)




Click on the images above or go to <https://www.eandi.org/resources/literature/> for more info



Cooperative Contracting

Upcoming Request for Proposal Solicitations

|  Release Date | Project Name |
|--|--|
| 3rd Quarter - 2022 | Learning Management Software |
| | Student Housing Management Software |
| | Uniform Services |
| 4th Quarter - 2022 | Background Investigations and Related Services |
| | Equipment Maintenance Management Program |

What makes these contracts accessible and valuable?

- ✓ Formal Competitive solicitation issued on behalf of multiple entities/institutions/locations
- ✓ Solicitation documents include cooperative language. Specifically, “Purpose and Intent of Request for Proposal (RFP)” language in issued RFP document
- ✓ Public posting/notice of solicitation
- ✓ Specifications and evaluation criteria are clear and unbiased. Evaluation Criteria include weighted scores
- ✓ Evaluation and award process conducted in compliance with generally accepted professional public procurement standards
- ✓ Opportunity for member participation in solicitations



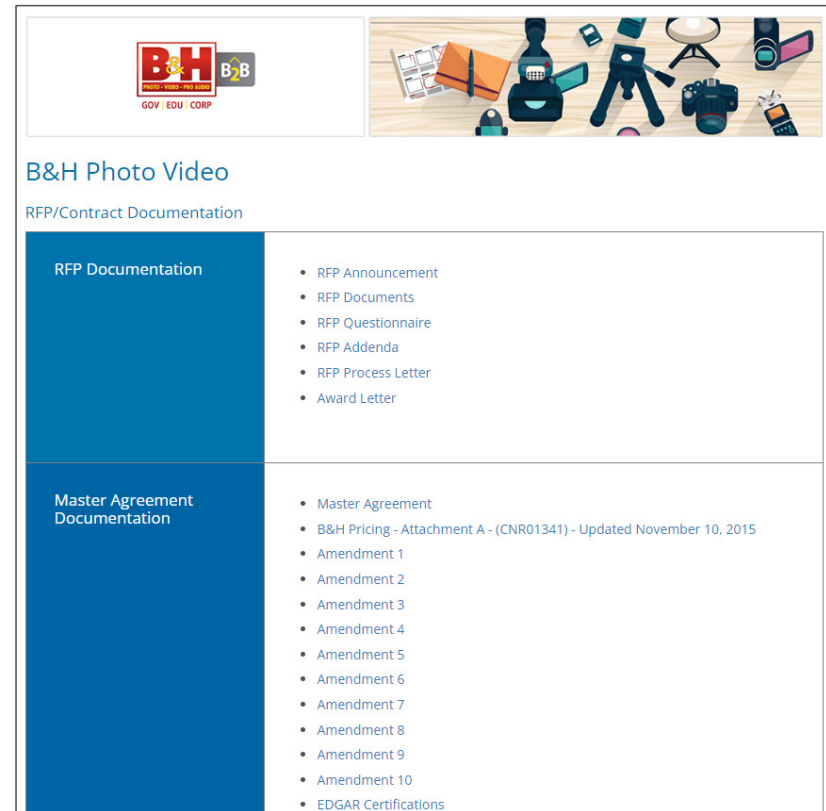
Cooperative Contracting

Contract Microsite Overview

- RFP and Contract Documentation
- Contract Amendments
- RFP Process Letter
- Uniform Guidance Documentation

Other Documents

- Contract Highlights
- Ordering Information



B&H B2B
GOV | EDU | CORP

B&H Photo Video
RFP/Contract Documentation

| | |
|---------------------------------------|--|
| RFP Documentation | <ul style="list-style-type: none">• RFP Announcement• RFP Documents• RFP Questionnaire• RFP Addenda• RFP Process Letter• Award Letter |
| Master Agreement Documentation | <ul style="list-style-type: none">• Master Agreement• B&H Pricing - Attachment A - (CNR01341) - Updated November 10, 2015• Amendment 1• Amendment 2• Amendment 3• Amendment 4• Amendment 5• Amendment 6• Amendment 7• Amendment 8• Amendment 9• Amendment 10• EDGAR Certifications |



Rebates & Financial Incentives

Rebates

CONTRACT
INCENTIVES

2022 Rebates:
\$7+ million



21 E&I Agreements Offer
Member Rebates



2021 Patronage: \$6.4 Million
COE Redemption: \$2.3 Million
Total to Members in 2022: \$8.7 Million
Record Payout!

Patronage

- ✓ E&I is your Cooperative, and as a member, your utilization of our contracts offers many benefits. Not only can you take advantage of considerable cost saving opportunities, but you can also share in the Cooperative's overall financial success.
- ✓ Each year E&I's Board of Directors authorizes the Cooperative to pay out a percentage of the company's net income, if any, in the form of patronage. Patronage refunds are determined based on a member's use of E&I contracts over the last calendar year.
- ✓ A minimum of 20% of the patronage is paid out in cash, with the remainder credited to each member's Certificate of Equity. The mounting value in a member's Certificate of Equity account represents the member's ongoing 'investment' in the Cooperative. This money is used to help support the Cooperative and provide for future growth.
- ✓ Patronage returned to members represents an additional source of revenue generation, as well as an additional reduction in member costs



RETHINK E-PROCUREMENT

Control more spend & realize efficiencies



E&I E-procurement Solutions

E&I Managed – pre-loaded with E&I contracts and free to members:




Third Party Platforms – range of functionality and price points:




Catalog Strategies – leverage your platform using E&I contracts or E&I Marketplace:




E&I Marketplace



Cooperative Services
Sourcing. Strategy. Savings.®


Olga Hutch ▾ | Transferred Carts | Requisitions | Quotes | Support |  0

All ▾ Search by keyword or part number 

Create ▾ | Supplier Stores ▾

Home


- All Suppliers
- Athletics & Recreation
- Construction
- Facilities
- Food Service
- Interiors
- Office Equipment & Supplies
- * Punchout Supplier Stores
- * Request Pricing/Quote
- Sciences & Research
- Services
- Technology
- Travel & Transportation Services




All pricing displayed in the E&I Marketplace is **standard national E&I contract pricing**.

Getting Started: [Read our Quick Tips](#) to learn the basics of using the Marketplace.


Is your institution sales tax-exempt? If so, please follow these [instructions](#).




E&I Contract Updates




Punchout Supplier Stores



Request Pricing/Quote



View All Suppliers

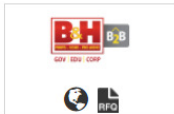



Help

Useful Links

- [Quick Reference Guide](#)
- [Shopper Quick Start Guide](#)
- [How to Search Contracts](#)
- [Getting Started Video - Shopper](#)
- [Search Tips](#)

Popular Suppliers





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RETHINK STRATEGIC SOURCING

Use analytics to optimize your spend



What is the Strategic Spend Assessment (SSA)?

Analyze spend data for opportunities to

Reduce costs



Increase spend
under contract



Maximize
internal resources



Free to E&I Members!

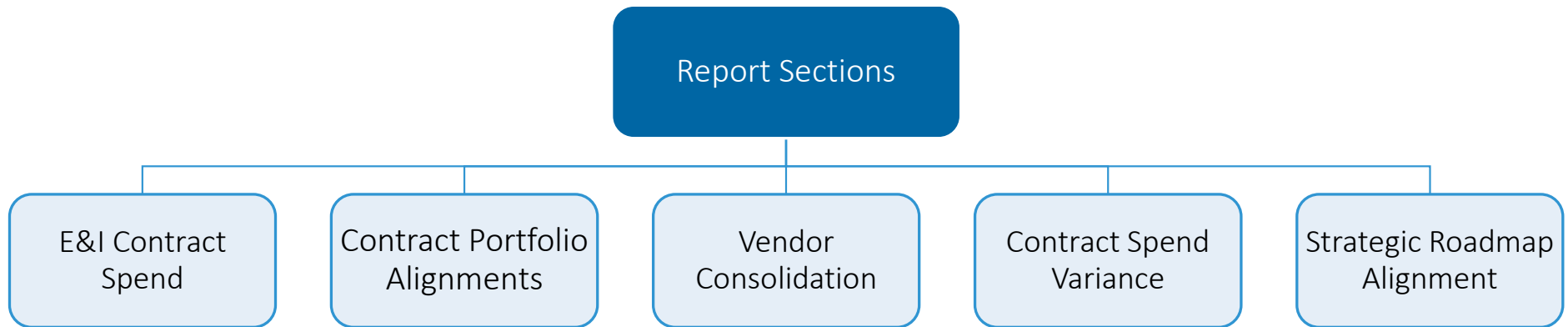


Strategic Spend Assessment

Free to E&I Members!

Here's how we do it!

Use your 12-month high level spend data to identify E&I contract alignment and future strategic synergies.



Strategic Spend Assessment – Vendor Consolidation

Dynamic Search Capability

- ✓ Filters to drive discussions to categories
- ✓ Provides better clarity
- ✓ Allows insight for consolidation of current supply base
- ✓ Analysis from E&I to support consolidation potential (IPR) available at no cost

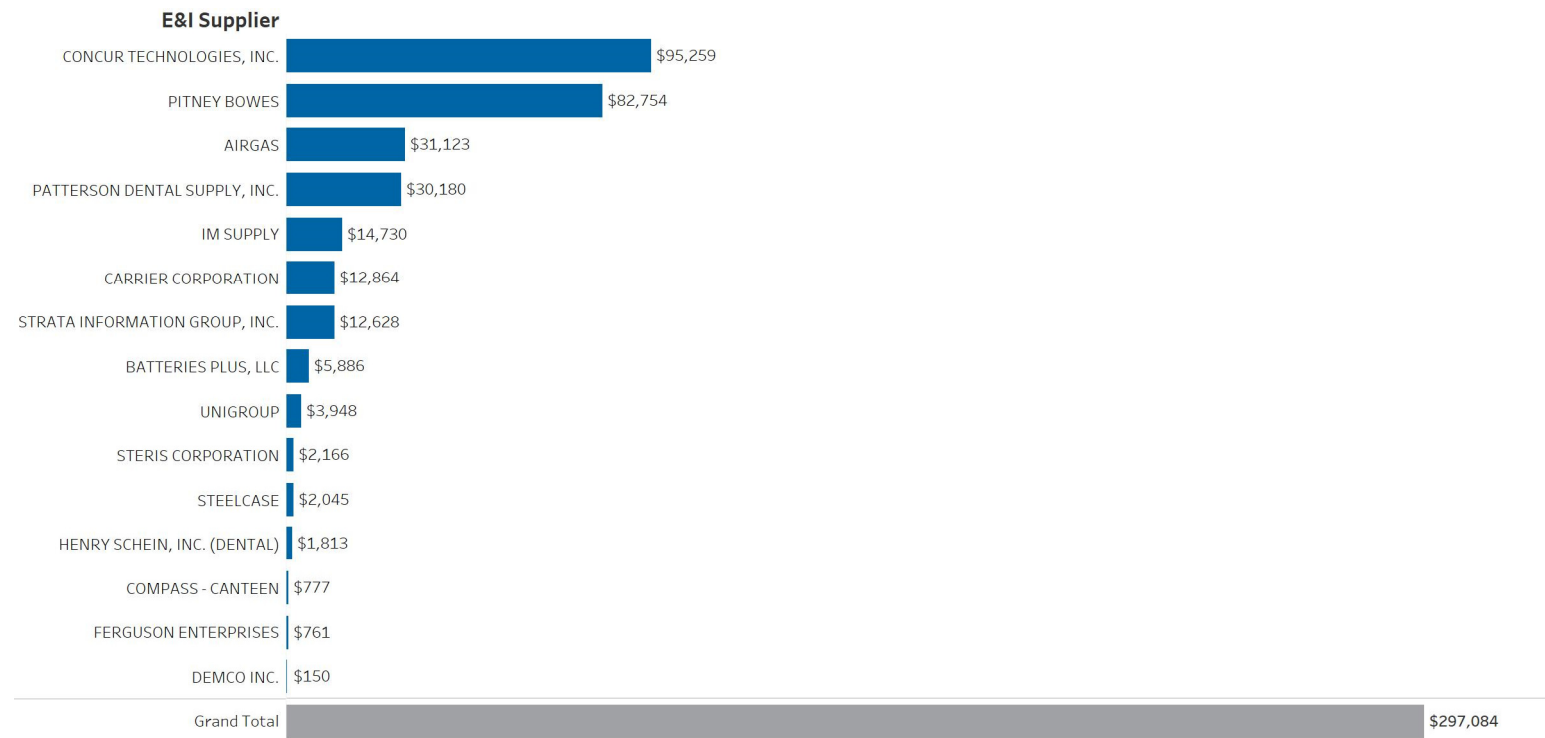
| DYNAMIC SEARCH | | | |
|---|--------------------------------------|---|-----------------|
| CLEAR FILTERS | | Use the FILTERS below to drill down into different Groups, E&I Business Partners, and spend criteria Use the "CLEAR FILTERS" button to clear all selections and start over | |
| <i>Primary E&I contract offerings have associated spend; to prevent double-counting, secondary offerings do not</i> | | | |
| GROUP | E&I BUSINESS PARTNER | UTILIZED E&I CONTRACTS | \$10K THRESHOLD |
| Construction, Energy, and Facilities | Lowes Home Centers, LLC | Yes | Greater than |
| Culinary Services | NAPA Auto Parts | No | Less than |
| Financial Services | Schindler Elevator Corporation, U... | | |
| General Products | W.W. Grainger | | |

| COMMODITY GROUP | E&I BUSINESS PARTNER | MEMBER SUPPLIER NAME | MEMBER SPEND |
|--|---------------------------|------------------------------------|--------------------|
| HVAC Services | Carrier Corporation | JOHNSON CONTROLS INC | \$867,457 |
| | | The Trane Company | \$183,623 |
| | Carrier Corporation Total | | \$1,051,081 |
| | Carrier Enterprise, LLC | The Trane Company | |
| | | JOHNSON CONTROLS INC | |
| HVAC Services Total | | | \$1,051,081 |
| Electrical Supplies & Equipment | IM Supply | Wesco | \$34,398 |
| | | STANDARD ELECTRIC CO - (IM Supply) | \$21,240 |
| | | Graybar Electric Co Inc | \$3,812 |
| | IM Supply Total | | \$59,450 |
| | Batteries Plus, LLC | INTERSTATE BATTERY | \$7,880 |
| | | BATTERIES PLUS | \$3,937 |
| | Batteries Plus, LLC Total | | \$11,817 |
| W.W. Grainger | DIGI KEY CORP | \$3,751 | |
| | W.W. Grainger Total | | \$3,751 |
| Electrical Supplies & Equipment Total | | | \$75,018 |
| Industrial Supplies | W.W. Grainger | MSC Industrial Supply Co Inc. | \$31,358 |
| | | W.W. Grainger Total | \$31,358 |



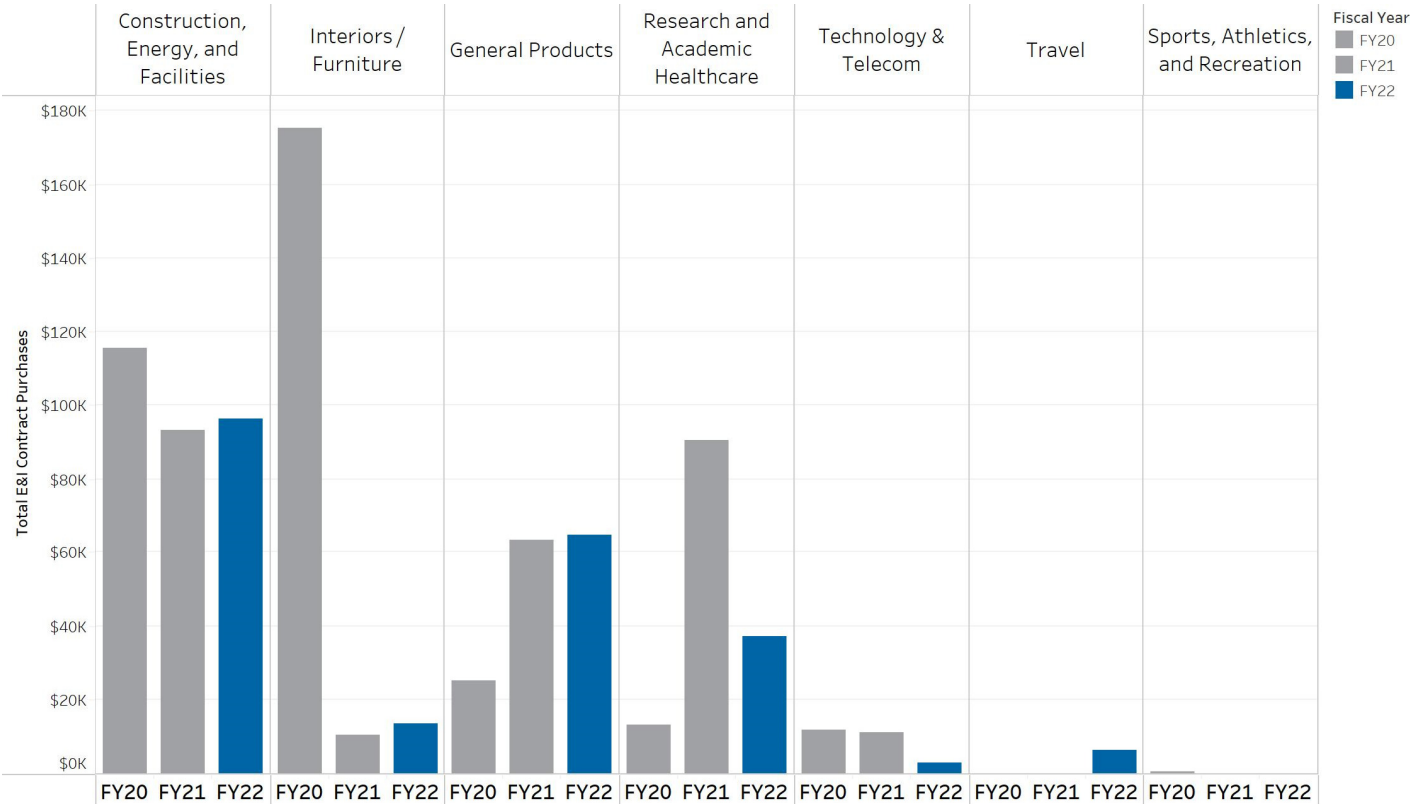
Alignment Opportunities

Contract portfolio alignments



3-Year Portfolio Overview

E&I Supplier Reported Contract Spend



E&I Points of Contact



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Questions, comments, or feedback?

