



PurchasingPoint®
Saving Nonprofits Money for Mission

501(c) Agencies Trust

DECEMBER 5, 2017
2:00 – 3:00 PM EST

SONYA LLEWELLYN

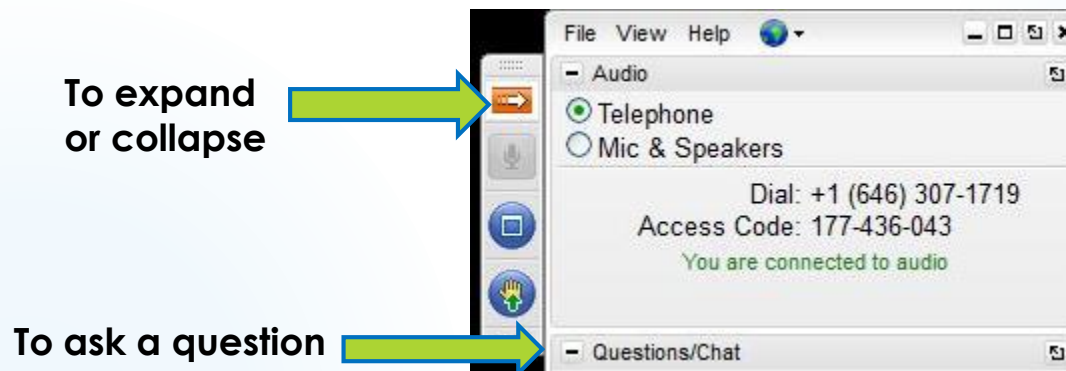


RUTH SIGEI



Housekeeping

- ▶ All attendees are on mute
- ▶ Use the “question” feature



- ▶ A link to this webinar will be provided

Agenda

- ▶ What group purchasing is all about
- ▶ How the program works
- ▶ Program vendors and savings
- ▶ Sign up demonstration
- ▶ Q&A

The Goal

- ▶ Saving nonprofits money for mission!
- ▶ This means more money to invest in your local programs and community.
- ▶ Remember, it's easier to **save money** than it is to **raise** it!
- ▶ **Free benefit** with your membership with **501(c) Agencies Trust**

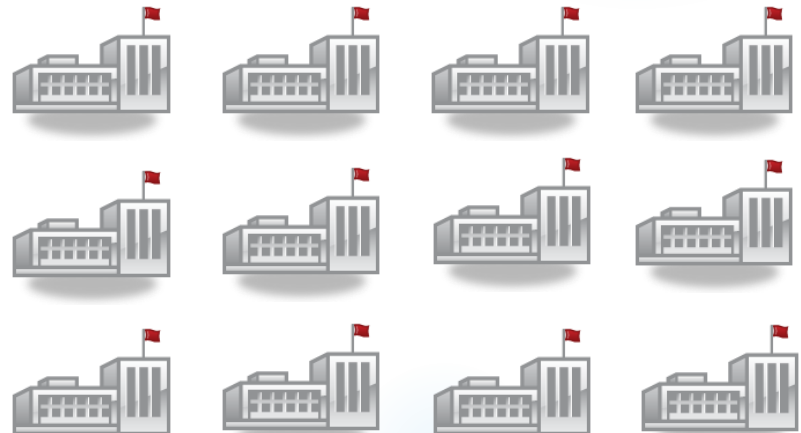
Strength in Numbers

- ▶ An organization can get discounts from vendors based on how much volume it purchases from that vendor.
- ▶ A group of organizations (regardless of individual size) with the **same or more total combined purchasing volume** can get the same discounts as the one large organization.

Large Nonprofit
Purchasing Power: \$1,000,000



Small Nonprofit + 500 Other
Small Nonprofits
Purchasing Power: \$5,000,000



Strength in Numbers

- ▶ A **G**roup **P**urchasing **O**rganization (GPO) leverages the collective buying power of its members.

Greater purchasing power = lower pricing
PurchasingPoint® does this for nonprofits



About the Program

- ▶ We are a part of the HealthTrust Purchasing Group (HPG)
- ▶ Our GPO's buying power totals **\$28.5 billion annually**



HPG negotiates
the contracts with
vendors

Contracts are made
accessible to Trust members
via **PurchasingPoint®**

2016 by the Numbers

2016 by the Numbers



\$21.5 million in
estimated savings



\$78 million in
purchasing volume



across 7,900
active users



from over
7,000 organizations

But the best news is that means a lifetime savings of over **\$140 million** that has been redirected toward mission-related activities that build well-being within our communities!



\$140 million +

501(c) AGENCIES TRUST

PurchasingPoint®

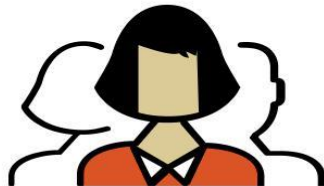
2016 by the Numbers



\$670,000 in
estimated savings



\$2.4 million in
purchasing volume



across 472
active users



from over
295 Trustees

But the best news is that means a lifetime savings of over **\$2.3 million** that has been redirected toward mission-related activities that build well-being within our communities!



\$2.3 million +

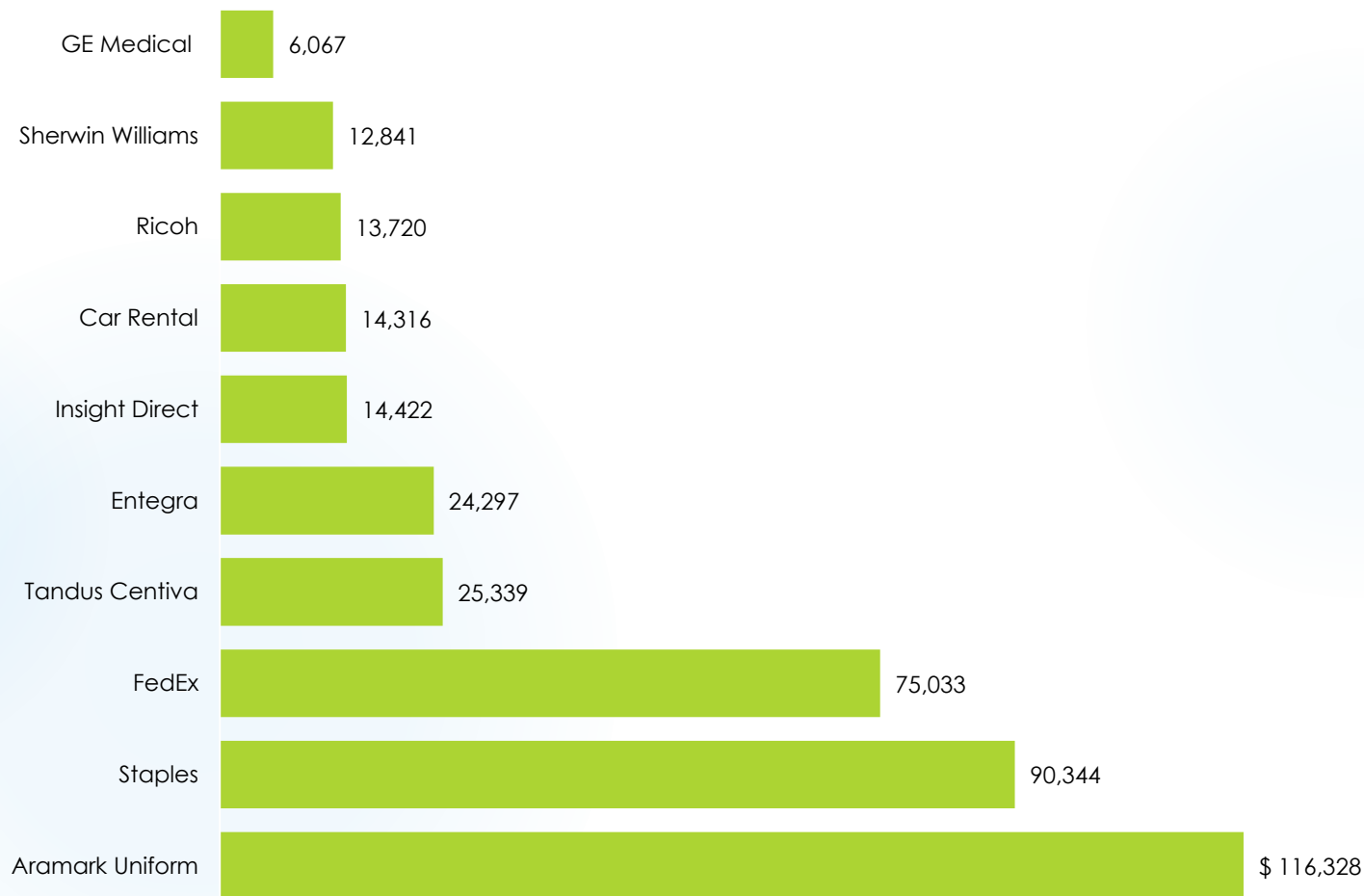
Demonstrated Est. Savings

► Examples of 501c Agency Trust Members

Organization	2016 Purchasing Vol	2016 Est. Savings
Member A	\$185,955	\$55,522
Member B	\$ 76,111	\$ 21,969
Member C	\$ 14,610	\$3,962
Member D	\$ 6,476	\$ 2,005
Member E	\$ 4,408	\$ 970

Demonstrated Est. Savings

Top 10 Vendors - 2016 Estimated Savings



Potential opportunities with vendors

- ▶ Over 200 vendors in the program.

Office Equipment & Services



Facilities Management & Equipment



Technology



Travel



Food Supplies



Furniture



Employee Discounts

- ▶ With select vendors

Keep more money in your pocket.





FULL SIZE

FORT LAUDERDALE INTERNATIONAL AIRPORT

Wed, Mar 22, 2017 @ 12:00 PM

Fri, Mar 24, 2017 @ 12:00 PM

Price

[DETAILS](#)



VEHICLE

Full Size

\$ 147.40

Unlimited Mileage

Included

TAXES & FEES

[LEARN MORE](#)

Rental Car Facility Chrg 3.95/Day	\$ 7.90
Concession Recoupment Fee 10 Pct	\$ 14.88
Florida Surcharge 2.00/Day	\$ 4.00
Tire Battery Fee .02 Day	\$ 0.04
Vehicle License Fee .66/Day	\$ 1.32
State Tax (6.0%)	\$ 10.53

ESTIMATED TOTAL

\$186.07



FULL SIZE

FORT LAUDERDALE INTERNATIONAL AIRPORT

Wed, Mar 22, 2017 @ 12:00 PM

Fri, Mar 24, 2017 @ 12:00 PM

501© AGENCIES TRUST-HPG (Account Number Added)

Price

[DETAILS](#)



VEHICLE

Full Size

\$ 62.54

Unlimited Mileage

Included

TAXES & FEES

[LEARN MORE](#)

Rental Car Facility Chrg 3.95/Day	\$ 7.90
Concession Recoupment Fee 10 Pct	\$ 6.39
Florida Surcharge 2.00/Day	\$ 4.00
Tire Battery Fee .02 Day	\$ 0.04
Vehicle License Fee .66/Day	\$ 1.32
State Tax (6.0%)	\$ 4.93



CUSTOM RATE

ESTIMATED TOTAL

\$87.12

One source for business needs



Facilities / Cleaning and Breakroom

- Cleaning chemical systems / equipment
- Paper products and dispensing systems
- Soaps, sanitizers and dispensers
- Safety and health / wellness solutions
- Coffee and breakroom supplies
- Lighting
- Eco-conscious options



Technology

- Technology products
- Printing hardware, supplies and services
- Data center and networking equipment
- Managed Print Services
- IT services



Furniture

- Chairs, desks, filing cabinets, and more
- Designers and installation specialists
- Space planning and consulting services
- Furniture standards program
- Eco-conscious solutions



Print

- Custom printing for letterhead and business cards
- Labels and flexible packaging
- Digital copy and print services
- Custom forms
- Kitting and fulfillment
- Print to Store
- Specialized team of print experts



Promotional Products

- Apparel, gifts, headwear, incentives and more
- In-house design, sourcing and decoration specialists
- Digital asset management
- Warehousing and fulfillment



Staples Copy Paper 8 1/2" x 11", Case

Item : 135848 / Model : 135848-WH

★★★★★ (3935)

[Add to Favorites](#)

- 8 1/2" x 11" paper size
- 20 lb paper weight for everyday use
- Brightness rating of 92 US and 104 Euro for sharp, clear print results

\$47.99

5,000/Case

1 ▲

ADD TO CART

1-HOUR PICK UP

Copy Paper, LETTER-size, 92 Brightness, 20 lb., 8 1/2" x 11", 5,000 Sheets/Ct

Staples Item # 324791 | MFR Item #324791 | Customer Item #135848

Brand Name/Manufacturer: International Paper

★★★★★ (370) | [Write a Review](#)



\$25.95 CT/5000

☒ ON CONTRACT

[Check Delivery Date](#)

1

Add

Add to List

Savings of
\$22.04 or 46%



1. From [Help](#) [Edit](#)

Ruth Sigei, 1101 14th Street NW, Suite 600, WASHINGTON,
District of Columbia, 20005, United States

2. To [Help](#) [Hide](#)

* Country/Location
* Company
* Contact name
* Address 1
Address 2
* ZIP
* City
* State
* Phone no. ext.

[Perform detailed address check](#)

- ☐ This is a residential address [?](#)
☐ Save new recipient in address book

3. Package & Shipment Details [Help](#) [Hide](#)

* Ship date [?](#)
* No. of packages
* Pricing option [?](#) ☒ FedEx Standard Rate
☐ FedEx One Rate
* Weight [?](#) lbs
Declared Value [?](#) U.S. Dollars
* Service type
* Package type
☐ Include a return label [?](#)

Special Services (optional) [Help](#) [Edit](#)

Select additional services for your shipment

Pickup/Drop-off (optional) [Help](#) [Edit](#)

You are dropping off your package at a FedEx location.

Shipment Notifications (optional) [Help](#) [Edit](#)

You have selected to send email notifications about your shipment status.

Rates & Transit Times (optional) [Help](#) [Hide](#)

Roll over your rate quote for a breakdown of costs.

Amounts are shown in USD

Select	Service and Transit Time	Published Rate	Your Rate
<input type="radio"/>	FedEx First Overnight® 08:00 am Wed Jul 12, 2017	138.84	118.26
<input type="radio"/>	FedEx Priority Overnight® 10:30 am Wed Jul 12, 2017	109.26	23.61
<input checked="" type="radio"/>	FedEx Standard Overnight® 03:00 pm Wed Jul 12, 2017	109.21	24.69

[View all services](#)

[View/Print details](#)

5. Complete your Shipment [Help](#)

- ☐ Save changes to My Shipment Profile
☐ Save as a new profile in My Shipments
[Send a Mobile Shipping Label](#)

Savings of
\$85



HOTELSTORM

More hotels. Bigger savings.

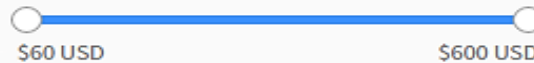
Discount

Recommended

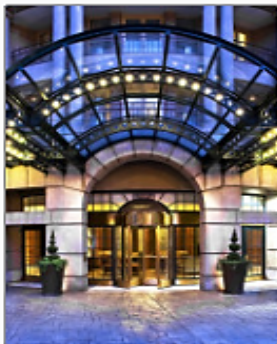
Distance

Price LOW → HIGH

Price HIGH → LOW



Showing 27 of 52 hotels near Washington, DC, United States



Westin Georgetown, Washington D...
Georgetown



~~\$259~~ **\$152 USD**
avg/night

SAVE 40%

PURCHASINGPOINT
DISCOUNT

Save Now



The Fairmont Washington DC
Georgetown



~~\$309~~ **\$211 USD**
avg/night

SAVE 30%

PURCHASINGPOINT
DISCOUNT

Save Now

- ▶ 10-55% savings
- ▶ Hotels worldwide



Save up to 55% off hotels

ACCESS CODE:
PURCHASINGPOINT

Save up to 55% off hotels. Savings are based on the lowest available rate. Some restrictions may apply. See website for details.

VISIT:
hotelstorm.com/purchasingpoint

PASSWORD:
PURCHASINGPOINT (Case sensitive)

Benefits of using HotelStorm:

- An average savings of \$125+
- 24/7 concierge service
- Cancellable reservations
- Available to family & friends

Provided by  **PurchasingPoint**
Saving Nonprofits Money for Mission

- ▶ Discounts on 1,500+ products range from 5% - 65% off retail



Appliances*

- Exclusive access to the highly awarded Kenmore brand
- Other major brands



Tools & Storage Craftsman brand storage, power tools, hand tools, power bench, garage door openers



Lawn and Garden / Outdoor Living

- Everything for the outdoors including tractors, mowers, blowers snow equipment, gas grills
- Exclusive access to Craftsman brand products



Mattresses

Sealy & Simmons
– residential grade



Fitness & Sports

How To Get Started

1. Go to <http://501ctrust.purchasingpoint.org>
2. Enroll for free and complete DocuSign Agreement
 - ▶ Multiple people can create a user profile to access the portal
3. Find vendors
4. Get access to vendor contracts
 - ▶ Can sign up with multiple vendors at one time
 - ▶ Can convert existing accounts to discounted program pricing
 - ▶ Follow instructions in vendor profiles as local reps might not know about the program
5. Work directly with vendor to order goods and services
 - ▶ Once you have an account, purchasing and invoicing are done directly between your organization and the vendor

How To Get Started

<http://501ctrust.purchasingpoint.org>

501ctrust.purchasingpoint.org



Register

Sign in

[Home](#) [About the program](#) [FAQ](#) [Contact](#)

[Browse vendor categories](#) ▼



Keep more money in your organization's pocket



- ▶ Get access to discounts based on \$28.5 billion of annual purchasing power
- ▶ Average aggregate savings of 33% for the program
- ▶ Over 200 unique vendors
- ▶ Great discounts as high as 50% with select vendors
- ▶ Free for National Assembly members, affiliates, and select partners

Register

[Learn more about the program »](#)



PurchasingPoint®

Saving Nonprofits Money for Mission

Thank you for your participation
Questions?

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