



# NEWS RELEASE

For Immediate Release

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## MiLB Partners with Essensa for Significant Cost Savings

ST. PETERSBURG, Fla.— Minor League Baseball (MiLB) has entered into an exclusive five-year partnership agreement with Essensa, a national group purchasing organization (GPO), under which Essensa guarantees significant savings for the governing body of the sport. As part of its agreement with MiLB, Essensa will become a sponsor of the Baseball Winter Meetings, the annual December convention attended by Major and Minor League executives.

Essensa will deliver savings opportunities to Minor League Baseball's entire supply chain, including food services, laundry services, office supplies, carpeting and furniture, pest elimination services, PC hardware and software, telecommunications equipment, credit card processing, facilities management, and much more. Through Essensa's affiliation with the national GPO Premier, MiLB will have access to the most competitive and extensive portfolio available, unique contract enhancements, contract rebates, and regional contracts to meet specific needs.

Essensa will also regularly analyze the organization's total business spend, track spending patterns, identify savings opportunities, and ensure that MiLB, and its leagues and clubs that elect to participate in this partnership, are paying a consistent low price for the same products.

"We are pleased to welcome Essensa as a partner with MiLB through their sponsorship of the Baseball Winter Meetings," MiLB Executive Vice President & COO Tim Purpura said. "We look forward to working with and learning from Essensa all of the many ways that we can streamline and reduce costs in procuring goods and services. We look forward to a mutually beneficial relationship with our new partners at Essensa in the coming years."

"We are thrilled to have the opportunity to deliver enormous cost savings to MiLB," said Essensa President John Sganga. "By trusting their purchasing needs to Essensa, MiLB can focus on its core mission of entertaining the millions of fans who love Minor League Baseball."

### About Essensa

*Essensa is a national group purchasing organization, a subsidiary of GNYHA Ventures, Inc., and affiliated with Premier. To learn more about Essensa, please call 866.430.5330 or visit us Online at [www.essensa.org](http://www.essensa.org).*

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Contact: Steve Densa, Minor League Baseball, 727-456-1703  
Brian Conway, Essensa, 212-506-5477