



ESSENSA

A PREMIER INC. COMPANY

A SMARTER PURCHASING STRATEGY FOR YOUR BUSINESS

Essensa is a national group purchasing organization (GPO) that is committed to delivering long-term cost savings to its members. Our purchasing solutions help you grow your savings over time, while helping your business thrive.

How does it work?

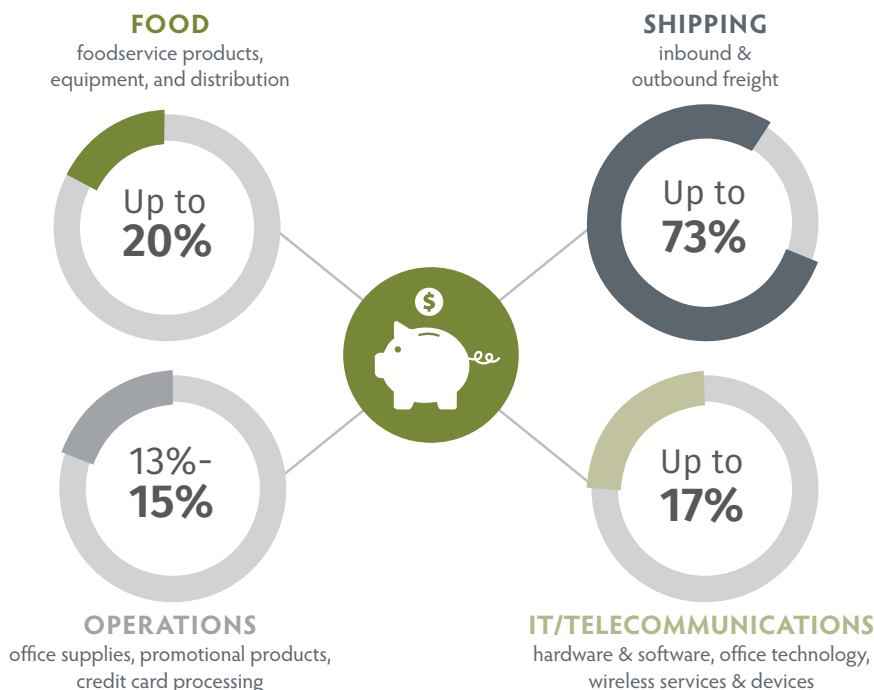
Essensa combines the purchasing volume of its members to negotiate discounted pricing through a national portfolio of over 2,400 contracts. By providing access to significant savings on products and services used every day, we help small businesses achieve cost efficiencies and operational excellence through smarter purchasing.

Our contracts include the national suppliers you know and trust, including many you may already use. By joining Essensa, you'll be able to access pricing that would otherwise be unavailable to businesses like yours.

Best of all, Essensa members pay *no fees* and have *no purchasing minimums*.

Savings throughout your business

The Essensa portfolio has the potential to deliver value that results in significant savings for nearly every aspect of day-to-day business operations:



BIG SAVINGS FOR BUSINESSES OF ALL SIZES

As a leading GPO, Essensa negotiates discounts and creates savings programs on behalf of its members, which include businesses of all sizes from around the country.

Essensa members pay no fees and have no purchasing minimums.



NO FEES? BETTER PRICING? WHAT'S THE CATCH?

GPOs have been saving the U.S. healthcare industry money for more than 100 years. About 98% of all hospitals in the U.S. have at least one GPO membership. Now we're extending the benefits of group purchasing to businesses like yours!



SOUND TOO GOOD TO BE TRUE? HERE'S HOW IT WORKS:

Essensa receives a small fee from suppliers each time our members use their products. This system ensures that we negotiate on behalf of our members the most competitive contracts with the highest quality suppliers. Members can use whichever Essensa contracts they want, as much or as little as they want, with no commitments and no penalties.

**SIGN UP TODAY—
NO RISK, BIG REWARDS.**

HERE ARE SOME OF THE PRODUCT CATEGORIES AND SUPPLIERS MOST FREQUENTLY USED BY OUR MEMBERS.

Shipping	Office Supplies	Food, Foodservice Products & Supplies	Electronics & Accessories	Facility Management Products	IT Solutions	Maintenance, Repair & Operations	Promotional Materials	Telecommunications

A Bonus Benefit for Your Employees

Want to increase employee loyalty without additional expense? Essensa members can take advantage of our Employee Discount Program—at no additional cost! This program offers your employees the same type of savings on a range of products that are available to business members. Categories include electronics, car rentals, cellular voice and data, and more.

JOINING IS EASY AS 1-2-3-4

Ready to save? We'll walk you through our easy onboarding process so your business can start saving as soon as possible.

- 1. Membership Launch:** Thinking about joining? We can run a spend analysis based on your current vendor pricing to show you where you'll be saving. Once you're ready to join, you complete paperwork and receive an Employer Identification Number, which entitles you to our discounted pricing from the contract portfolio.
- 2. Implementation:** To generate savings as soon as possible, we'll work with you to identify the specific contracts from our portfolio that best fit your needs in such categories as shipping, office supplies, credit card processing, and electronics.
- 3. Strategic Review:** After your first 90 days of membership, we'll conduct a quarterly business review to assess your savings to date and present additional opportunities to save on areas of business spend.
- 4. Audit and Reporting:** We run monthly reports to ensure that our members are receiving the proper pricing from suppliers. If necessary, we will initiate a resolution process on your behalf. At the end of the year, you'll receive a report detailing your annual spend through Essensa to ensure purchasing transparency.

THE ADDED BENEFITS OF ESSENSA MEMBERSHIP: JOIN US

Best-In-Class Member Service Focused On Education	<ul style="list-style-type: none"> › Consistent, reliable service from dedicated account manager › National meeting with educational sessions on business operations and opportunities to meet vendors and learn about new products
Responsive, Member-Driven Contracting	<ul style="list-style-type: none"> › Nimble, dynamic Contracting Department responds to member requests—our strategy is driven by your needs › Save employee time and resources! Don't waste energy sourcing vendors and vetting agreements—use the Essensa portfolio instead. We've already done the work.
Commitment to Member Transparency	<ul style="list-style-type: none"> › Ongoing auditing and proactive recovery processes to ensure correct pricing › Annual reports to allow you to track your spending through Essensa