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Business Savings



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 **@EssensaGPO**

 **/company/Essensa-GPO**

Essensa is a group purchasing organization (GPO) that provides strategic procurement solutions and operational support to reduce costs and increase efficiency for camps nationwide.

As a wholly-owned subsidiary of Premier, one of the nation's largest performance improvement organizations, Essensa is uniquely positioned to help camps by leveraging a total purchasing volume of over \$60 billion to negotiate aggressive contract pricing. Our broad portfolio includes over 2,000 contracts containing discounts on thousands of products and services that cover all aspects of your business.

Essensa offers customized analysis to ensure optimized utilization of contracts, consulting to help streamline your supply chain, and opportunities for overall improved operating and cost efficiencies. We currently serve over 32,225 members across the United States.

## Portfolio Categories Include:

- Construction Services
- Facility Management & Maintenance
- Cleaning & Housekeeping Products
- Linens & Uniforms
- Pest Elimination Services
- Food
- Foodservice Products & Supplies
- PC Hardware/Software & IT Solutions
- Office Supplies, Furniture & Technology
- Delivery, Shipping & Freight Management
- Advertising Services
- Cellular Voice & Data Services\*

## Why Essensa?

- Access to on-staff industry experts, including:
  - Purchasing and supply chain professionals
  - Full-time auditing team to ensure accurate contract pricing
- Access to Premier's Supply Chain Advisor® (online catalog of savings)
- Employee Discount Program
- Personalized customer service
  - Client Service Associates at headquarters
  - Regional Managers in the field
  - EDP Coordinators available specifically to provide your employees with their discounts
- State-of-the-art technology and customized reporting capabilities
- Updates on contract changes
- Industry news & customized publications

*\*Eligibility is subject to vendor approval.*

# CAMP CONTRACT OFFERINGS

Sub Category	Contract Name	Vendor	Contract
<b>ADMINISTRATIVE, FINANCIAL &amp; MANAGEMENT SERVICES</b>			
<b>FINANCE</b>	AP Audit Services	BSI Healthcare Audit Services	PP-SV-117
	AP Audit Services	Contract Management Strategies	PP-SV-116
	AP Audit Services	Strategic Audit Solutions	PP-SV-118
	AP Audit Services	The Audit Group	PP-SV-119
	Billing & Debt Collection Services	Global Care Administrators	PP-SV-176
	Billing & Debt Collection Services	Magellan Resource Partners	PP-SV-127
	Billing & Debt Collection Services	NorthWind Companies	PP-SV-128
	Billing & Debt Collection Services	Signature Performance	PP-SV-129
	Billing & Debt Collection Services	The SOS Group (Strategic Outsourcing Solutions)	PP-SV-130
	Billing & Debt Collection Services	TSI	PP-SV-131
	Corporate Billing Solutions/Expense Management. Services	American Express	GNVHA-SS-031
	Credit Card Services	Paymentus	PP-SV-185
	Credit Card Services	Solupay Consulting	PP-SV-183
	Credit Card Services	Sun Communications	PP-SV-184
	Credit Card Services	USPAY Group	PP-SV-186
	Expense Management Software Solutions	Concur Technologies	IE-HR-014
	Purchasing Cards & Electronic Payables	Bank Of America	PP-SV-065
	Travel Booking Services	Alliance Reservations Network	IN-HR-011
<b>HUMAN RESOURCES</b>	Background Check Services	Accutrace	PP-SV-177
	Background Check Services	JD Palatine	PP-SV-178
	Background Check Services	MBI Worldwide	PP-SV-179
	Background Check Services	Precheck	PP-SV-180
	Background Check Services	Pre-Employ.com	PP-SV-181
	Background Check Services	Private Eyes	PP-SV-182
	Executive Recruiting	The Knight Group	PP-SV-138
	Executive Recruiting	The Synergy Organization	PP-SV-139
	Executive Recruiting	Witt/Kieffer	PP-SV-140
	Mailing Services	Onsite Management Group	PP-SV-147
	Moving Services	Armstrong Relocation	PP-SV-156
	Moving Services	Ewing Moving Service	PP-SV-159
	Moving Services	Health Care Relocations of America	PP-SV-161
	Moving Services	Sirva Worldwide	PP-SV-162
	Moving Services	Stevens Worldwide Van Lines	PP-SV-163
	Moving Services	Wheaton Van Lines	PP-SV-164

# CAMP CONTRACT OFFERINGS

Sub Category	Contract Name	Vendor	Contract
HUMAN RESOURCES	Vehicle Rental Services	Hertz	PP-SV-168
	Workforce Solutions - Human Resources Technology	Job Market Maker	PP-SV-145
	Workforce Solutions - Human Resources Technology	Medefis	PP-SV-174
	Workforce Solutions - Human Resources Technology	Shiftwise	PP-SV-187
	Workforce Solutions - Human Resources Technology (Non-VMS)	Job Market Maker	PP-SV-188
MARKETING	Advertising & Marketing Services	American Solutions For Business	PP-SV-067
	Advertising & Marketing Services	Berry Network	PP-SV-068
	Advertising & Marketing Services	Big Mountain Imaging	PP-SV-069
	Advertising & Marketing Services	Burton & Mayer	PP-SV-070
	Advertising & Marketing Services	BVK Direct	PP-SV-071
	Advertising & Marketing Services	ST Printing & Communications	SD-SV-002
	Advertising & Marketing Services	Wendling Printing	PP-SV-072
STORAGE & MOVING	Off-site Storage Services	2-20 Records Management	PP-SV-141
	Off-site Storage Services	AMS Store & Shred	PP-SV-143
	Off-site Storage Services	Vital Records Control	PP-SV-144
	Storage & Moving	Pods Enterprises	IN-FA-023
DELIVERY, SHIPPING & FREIGHT MANAGEMENT			
INBOUND/OUTBOUND	Inbound & Outbound Freight	FedEx	GNHYA-MM-039
LTL TRANSPORTATION SERVICES	LTL (Less Than Truckload) Transportation Services	FedEx	IN-MM-011
POSTAGE METERS & MAILING SYSTEMS	Postage Meters & Mailing Systems	Piedmont Digital Solutions	PP-AC-131
	Postage Meters & Mailing Systems	Pitney Bowes	PP-AC-130
SHIPMENT AUDIT SERVICES	Inbound Freight Logistics	Vantage Point Logistics	IE-MM-007
FACILITY MANAGEMENT & MAINTENANCE			
APPLIANCES	Appliances & Related Products	MDM Commercial Enterprises	PP-FA-677
	Appliances & Related Products	Sears Holdings	PP-FA-676
CEILING TILES, PANELS & SYSTEMS	Ceiling Tiles, Panels & Systems	Armstrong World Industries	PP-FA-555
	Ceiling Tiles, Panels & Systems	CertainTeed	PP-FA-554
	Ceiling Tiles, Panels & Systems	USG	PP-FA-538
ELEVATOR, ESCALATOR & RELATED PRODUCTS	Conveying Systems: Elevator, Escalator & Other Products & Services	Kone	PP-FA-494
	Conveying Systems: Elevator, Escalator & Other Products & Services	Otis Elevator	PP-FA-493
	Conveying Systems: Elevator, Escalator & Other Products & Services	Thyssenkrupp Elevator	PP-FA-492
ENERGY PRODUCTS & SERVICES	Energy Services, Procurement, Efficiency & Renewable	Hospital Energy	PP-FA-527
FACILITY MANAGEMENT	Air Filtration Products	Camfil	PP-FA-488

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Sub Category	Contract Name	Vendor	Contract
FACILITY MANAGEMENT	Air Filtration Products	HepaCart	PP-FA-489
	Air Filtration Products	Koch Filter	PP-FA-490
	Air Filtration Products	Tri-Dim Filter	PP-FA-491
	Interior & Exterior Signage	2/90 Sign Systems	PP-FA-575
	Interior & Exterior Signage	Mandeville Sign	PP-FA-577
	Interior & Exterior Signage	MDM Commercial Enterprises	PP-FA-578
	Interior & Exterior Signage	South Water Signs	PP-FA-579
	Pest Elimination Services	Ecolab	PP-SV-135
	Pest Elimination Services	Orkin	PP-SV-136
	Pest Elimination Services	Rentokil	PP-SV-137
FLOORING PRODUCTS & SERVICES	Architectural: Flooring Products & Services	Armstrong Flooring	PP-FA-562
	Architectural: Flooring Products & Services	BBL Floors	PP-FA-501
	Architectural: Flooring Products & Services	ECORE International	PP-FA-553
	Architectural: Flooring Products & Services	Forbo Flooring	PP-FA-495
	Architectural: Flooring Products & Services	Johnsonite	PP-FA-496
	Architectural: Flooring Products & Services	Mannington Commercial	PP-FA-497
	Architectural: Flooring Products & Services	Shannon Specialty Floors	PP-FA-500
	Architectural: Flooring Products & Services	Shaw Industries	PP-FA-498
	Architectural: Flooring Products & Services	Tandus Centiva	PP-FA-499
	Floor Care Equipment	Diversey	PP-FA-566
	Floor Care Equipment	Nilfisk-Advance	PP-FA-568
	Floor Care Equipment	Tennant Sales & Service	PP-FA-567
GROUNDSKEEPING/ LANDSCAPING	Lawn Care Services	BrightView Landscapes	PP-SV-058
	Lawn Care Services	Northwest Companies	PP-SV-059
GYPSUM BOARD & DRYWALL	Gypsum Board & Drywall	USG	PP-FA-531
HOSPITALITY EQUIPMENT & SUPPLIES	Hospitality Equipment & Supplies	American Hotel Register	IE-FA-013
HOUSEKEEPING	Housekeeping Products	3M	PP-FA-634
	Housekeeping Products	Betco	PP-FA-635
	Housekeeping Products	Diversey	PP-FA-636
	Housekeeping Products	Midlab	PP-FA-637
	Housekeeping Products	Spartan Chemical	PP-FA-639
	Housekeeping Products	Wexford Labs	PP-FA-640
	Laundry Products & Maintenance	Ecolab	PP-FA-514

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Sub Category	Contract Name	Vendor	Contract
HOUSEKEEPING	Laundry Products & Maintenance	Gurtler Industries	PP-FA-515
	Laundry Products & Maintenance	Midlab	PP-FA-516
	Laundry Products & Maintenance	Procter & Gamble Distributing	PP-FA-517
	Laundry Products & Maintenance	Spartan Chemical	PP-FA-518
	Laundry Products & Maintenance	State Industrial Products	PP-FA-519
	Laundry Products & Maintenance	UNX	PP-FA-520
	Warewashing Chemicals & Related Products	Ecolab	PP-DI-1150
HVAC	HVAC Equipment, Controls & Services	Daikin Applied	PP-FA-512
INTERIOR DESIGN & SERVICES	Interior Design & Services	ARCH Framing & Design	PP-AC-126
	Interior Design & Services	Artistic Framing	PP-AC-127
	Interior Design & Services	The Ambiance Group	PP-AC-125
JANITORIAL/SANITATION	Can Liners	Heritage Bag	PP-FA-599
	Can Liners	I.B.S. Solutions	PP-FA-600
	Can Liners	Plastics Solutions	PP-FA-601
	Paper & Janitorial Supply Distribution	Afflink	PP-FA-606
	Paper & Janitorial Supply Distribution	Network Services	PP-FA-607
	Paper & Janitorial Supply Distribution	Office Depot	PP-FA-608
	Paper & Janitorial Supply Distribution	Strategic Market Alliance	PP-FA-609
	Paper & Janitorial Supply Distribution	SupplyWorks	PP-FA-610
	Paper & Janitorial Supply Distribution	Triple S	PP-FA-611
	Paper Towels, Tissues & Dispensers	American Textile Systems	PP-FA-560
	Paper Towels, Tissues & Dispensers	Georgia Pacific	PP-FA-557
	Paper Towels, Tissues & Dispensers	Kimberly Clark	PP-FA-558
	Paper Towels, Tissues & Dispensers	SCA Tissue	PP-FA-561
	Paper Towels, Tissues & Dispensers	Von Drehle	PP-FA-559
MRO	Catalog Sales & Service	HD Supply	IE-FA-006
	Electrical & Plumbing Building Materials	Crescent Electric Supply	PP-FA-592
	Electrical & Plumbing Building Materials	Graybar Electric	PP-FA-593
	Electrical & Plumbing Building Materials	Wesco International	PP-FA-595
	Maintenance, Repair & Operations	AirSupply Tools	PP-FA-590
	Maintenance, Repair & Operations	The Part Works	PP-FA-594
	Maintenance, Repair & Operations	W/W Grainger	PP-FA-591
PARKING MANAGEMENT	Parking Management, Equipment & Services	E&B Parking Services	PP-FA-556
POOL SUPPLIES	Pool & Spa Products	Leslie's Swimming Pool Supplies	PP-AC-119
ROOFING	Roofing Products, Systems & Services	Johns Manville	PP-FA-665
	Roofing Products, Systems & Services	The Garland Company	PP-FA-667

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Sub Category	Contract Name	Vendor	Contract
<b>ROOFING</b>	Roofing Products, Systems & Services	Tremco	PP-FA-666
<b>SAFETY COMPLIANCE</b>	Paint & Related Sundries	National Paint Alliance	PP-FA-534
	Paint & Related Sundries	PPG Industries	PP-FA-532
<b>SECURITY PRODUCTS &amp; SERVICES</b>	Fire, Life Safety, Security Systems & Services	Cintas	PP-FA-521
	Fire, Life Safety, Security Systems & Services	Siemens Industry	PP-FA-525
<b>SYNCHRONIZED MONITORING</b>	Synchronized Monitoring	Sapling	PP-FA-662
<b>TOTAL BUILDING ENVIRONMENT</b>	Total Building Environment Systems & Controls	Blue Pillar	PP-FA-509
	Total Building Environment Systems & Controls	Siemens Industry	PP-FA-510
	Total Building Environment Systems & Controls	Trane	PP-FA-511
<b>TV</b>	Television Systems & Services	MDM Commercial Enterprises	PP-FA-563
	Television Systems & Services	United Media Solutions	PP-FA-701
<b>WATER TREATMENT</b>	Water Treatment Products, Systems & Services	Chem-Aqua	PP-FA-583
	Water Treatment Products, Systems & Services	Chemtreat	PP-FA-587
	Water Treatment Products, Systems & Services	Garratt-Callahan	PP-FA-584
	Water Treatment Products, Systems & Services	H-O-H Water Technology	PP-FA-585
	Water Treatment Products, Systems & Services	Nalco	PP-FA-586
	Water Treatment Products, Systems & Services	Pall	PP-FA-588
<b>FOOD, FOODSERVICE PRODUCTS &amp; SUPPLIES</b>			
<b>DISTRIBUTION</b>	National Foodservice Distribution	US Foods	PP-DI-001C
<b>EQUIPMENT, SUPPLIES &amp; SERVICES</b>	Foodservice Equipment & Supplies Distribution	Carter-Hoffmann	PP-DI-1302
	Foodservice Equipment & Supplies Distribution	Edward Don & Company	PP-DI-1297
	Foodservice Equipment & Supplies Distribution	Hubert	PP-DI-1299
	Foodservice Equipment & Supplies Distribution	Primex Wireless	PP-DI-1301
	Foodservice Equipment & Supplies Distribution	Supply America	PP-DI-1296
	Foodservice Equipment & Supplies Distribution	US Foods Culinary Equipment & Supplies	PP-DI-1300
	Foodservice Equipment & Supplies Distribution	Wasserstrom	PP-DI-1298
	Foodservice Equipment Repair & Services	GCS Service	PP-DI-1303



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Sub Category	Contract Name	Vendor	Contract
<b>INFORMATION TECHNOLOGY</b>			
<b>HARDWARE/SOFTWARE</b>	Hardware & Software Resellers	Connection	PP-IT-164
	Hardware & Software Resellers	Insight	PP-IT-166
	Hardware & Software Resellers	Zones	PP-IT-165
<b>RFID ASSET TRACKING &amp; MANAGEMENT SOLUTIONS</b>	RFID Asset Tracking & Management Solutions	AeroScout	PP-IT-157
	RFID Asset Tracking & Management Solutions	Centrak	PP-IT-158
	RFID Asset Tracking & Management Solutions	Champion Medical Technologies	PP-IT-154
	RFID Asset Tracking & Management Solutions	Versus Technology	PP-IT-155
<b>TV &amp; ELECTRONICS</b>	Electronics & Accessories	Best Buy	IE-IT-006
<b>WIRELESS &amp; DATA SERVICES</b>	Mobile Wireless Carriers	Sprint	PP-IT-186
	Mobile Wireless Carriers	Verizon	PP-IT-187
<b>LINENS, UNIFORMS &amp; PRODUCTS</b>			
<b>LINENS, UNIFORMS &amp; PRODUCTS</b>	Microfiber Products, Mats & Accessories	American Dawn	PP-FA-654
	Microfiber Products, Mats & Accessories	Aramark Uniform & Career Apparel	PP-FA-690
	Microfiber Products, Mats & Accessories	Phoenix Textile	PP-FA-659
	Microfiber Products, Mats & Accessories	S2S Global	PP-FA-605
	Microfiber Products, Mats & Accessories	Standard Textile	PP-FA-660
	Microfiber Products, Mats & Accessories	Unifirst	PP-FA-691
	Reusable Surgical Linen & Gown Reprocessing Services	Aramark Uniform & Career Apparel	PP-FA-651
	Uniforms	American Dawn	PP-FA-642
	Uniforms	Cintas	PP-FA-643
	Uniforms	Encompass Group	PP-FA-644
	Uniforms	Hinson & Hale Medical Technologies	PP-FA-650
	Uniforms	LifeThreads	PP-FA-653
	Uniforms	Medline	PP-FA-648
	Uniforms	Phoenix Textile	PP-FA-645
	Uniforms	Silver Lining Apparel	PP-FA-652
	Uniforms	Standard Textile	PP-FA-646
	Uniforms	Unifirst	PP-FA-647
<b>MEDICAL WASTE MANAGEMENT SERVICES</b>			
<b>WASTE MANAGEMENT PRODUCTS &amp; SERVICES</b>	Waste Management Products & Services	AMS Store & Shred	PP-FA-543
	Waste Management Products & Services	LB Medwaste Services	PP-FA-547

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Sub Category	Contract Name	Vendor	Contract
<b>WASTE MANAGEMENT PRODUCTS &amp; SERVICES</b>	Waste Management Products & Services	Medi-Waste Disposal	PP-FA-548
	Waste Management Products & Services	Refuse Specialists	SD-FA-032
	Waste Management Products & Services	Rubicon Global	PP-FA-549
	Waste Management Products & Services	Specific Waste Industries	PP-FA-550
	Waste Management Products & Services	Sustainability Resources International	PP-FA-508
	Waste Management Products & Services	TransChem Environmental	PP-FA-552
<b>NURSING</b>			
<b>HEALTHCARE PROFESSIONAL FOOTWEAR</b>	Healthcare Professional Footwear	Pedors Shoes	PP-NS-1126
	Healthcare Professional Footwear	S & H Uniform	PP-NS-1127
<b>LABELS, IDENTIFICATION BANDS &amp; RELATED PRODUCTS</b>	Labels, Identification Bands & Related Products	Artemax	SD-MM-026
<b>OFFICE SUPPLIES, FURNITURE &amp; TECHNOLOGY</b>			
<b>BATTERIES</b>	Batteries & Battery Products	Artisan Power	PP-MM-331
	Batteries & Battery Products	Duracell	PP-MM-333
	Batteries & Battery Products	Energizer Battery	PP-MM-332
<b>FURNITURE</b>	Custom Whiteboards	Chameleon	PP-MM-598
	Custom Whiteboards	Clarus Glassboards	PP-MM-599
	Custom Whiteboards	Viscot Medical	PP-MM-600
	Mobile Storage Services	Mobile Mini	PP-SV-061
	Wall Art & Mirrors	Great American Art	PP-FA-602
	Wall Art & Mirrors	RAO Contract Sales	PP-FA-603
	Wall Art & Mirrors	Robert Smith Fine Art	PP-FA-604
<b>OFFICE SUPPLIES</b>	Office Supplies	American Office Products Distributors	PP-MM-479
	Office Supplies	FriendsOffice	PP-MM-476
	Office Supplies	Guy Brown Management	PP-MM-477
	Office Supplies	Materials Management Services	PP-MM-478
	Office Supplies	Office Depot	PP-MM-481
	Office Supplies	Staples	PP-MM-480
	Office Supplies	The Weeks Lerman Group	IE-MM-006
<b>PRINT SERVICES</b>	FedEx Office & Print Services	FedEx	IE-MM-020
	Managed Print Services, Devices & Accessories	Staples	PP-IT-152
	Managed Print Services, Devices & Accessories	Xerox	PP-IT-153
<b>PRINTERS/COPIERS/FAX/PRINT SERVICES</b>	Managed Print Services, Devices & Accessories	Guy Brown Management	PP-IT-149



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Sub Category	Contract Name	Vendor	Contract
<b>PRINTERS/COPIERS/FAX/ PRINT SERVICES</b>	Managed Print Services, Devices & Accessories	Konica Minolta	PP-IT-148
	Managed Print Services, Devices & Accessories	Kyocera Document Solutions	PP-IT-150
	Managed Print Services, Devices & Accessories	Pharos Systems International	PP-IT-151
	Managed Print Services, Devices & Accessories	Ricoh	PP-IT-147
<b>SERVICE AWARDS &amp; PROMOTIONAL PRODUCTS</b>	Service Awards & Promotional Products	American Solutions For Business	PP-MM-425
	Service Awards & Promotional Products	Office Depot	PP-MM-426
	Service Awards & Promotional Products	Positive Promotions	PP-MM-423
	Service Awards & Promotional Products	Proforma Promographix	PP-MM-422
	Service Awards & Promotional Products	Staples	PP-MM-427
	Service Awards & Promotional Products	Taylor Healthcare	PP-MM-424
<b>SHREDDING</b>	Hard Copy Document Shredding & Media Destruction Services	AMS Store & Shred	PP-SV-114
	Hard Copy Document Shredding & Media Destruction Services	Shred-It	PP-SV-115