



Big Savings Possible With PurchasingPoint: Utilizing Your NJHSA Member Benefit

February 18, 2020

2:00 – 3:00 PM EST

KAREN ROSEN



NETWORK
of Jewish Human
Service Agencies

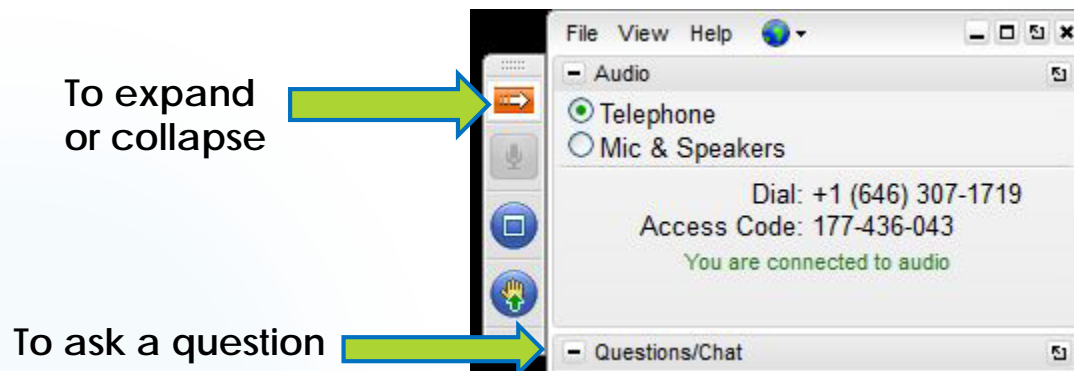
MELISSA REIFLER



NATIONAL
HUMAN SERVICES
ASSEMBLY

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 **NJHSA**

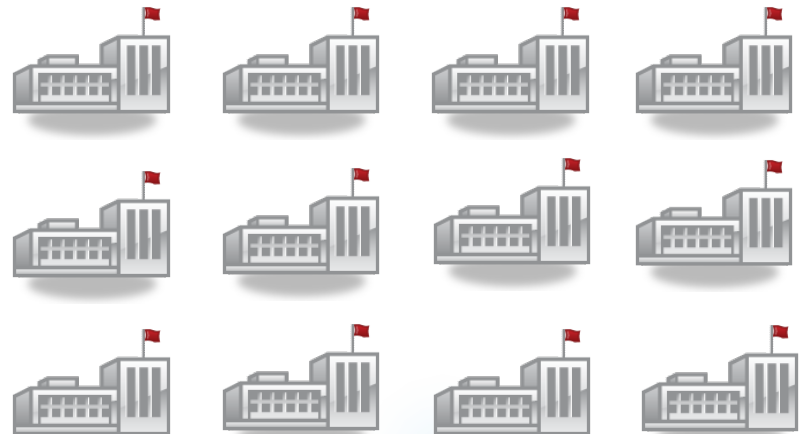
Strength in Numbers

- ▶ A GPO is a group purchasing organization
- ▶ 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

- More than 8,000 nonprofits and their affiliates are already saving with the program
- Greater purchasing = lower pricing



NETWORK
of Jewish Human
Service Agencies



**American
Red Cross**

AARP



**BOYS & GIRLS CLUBS
OF AMERICA**



**BOY SCOUTS
OF AMERICA**



Big Brothers Big Sisters

eliminating racism
empowering women
ywca

**girls
inc.**



**BILL & MELINDA
GATES foundation**



**FEEDING
AMERICA**



**UP2US
SPORTS**

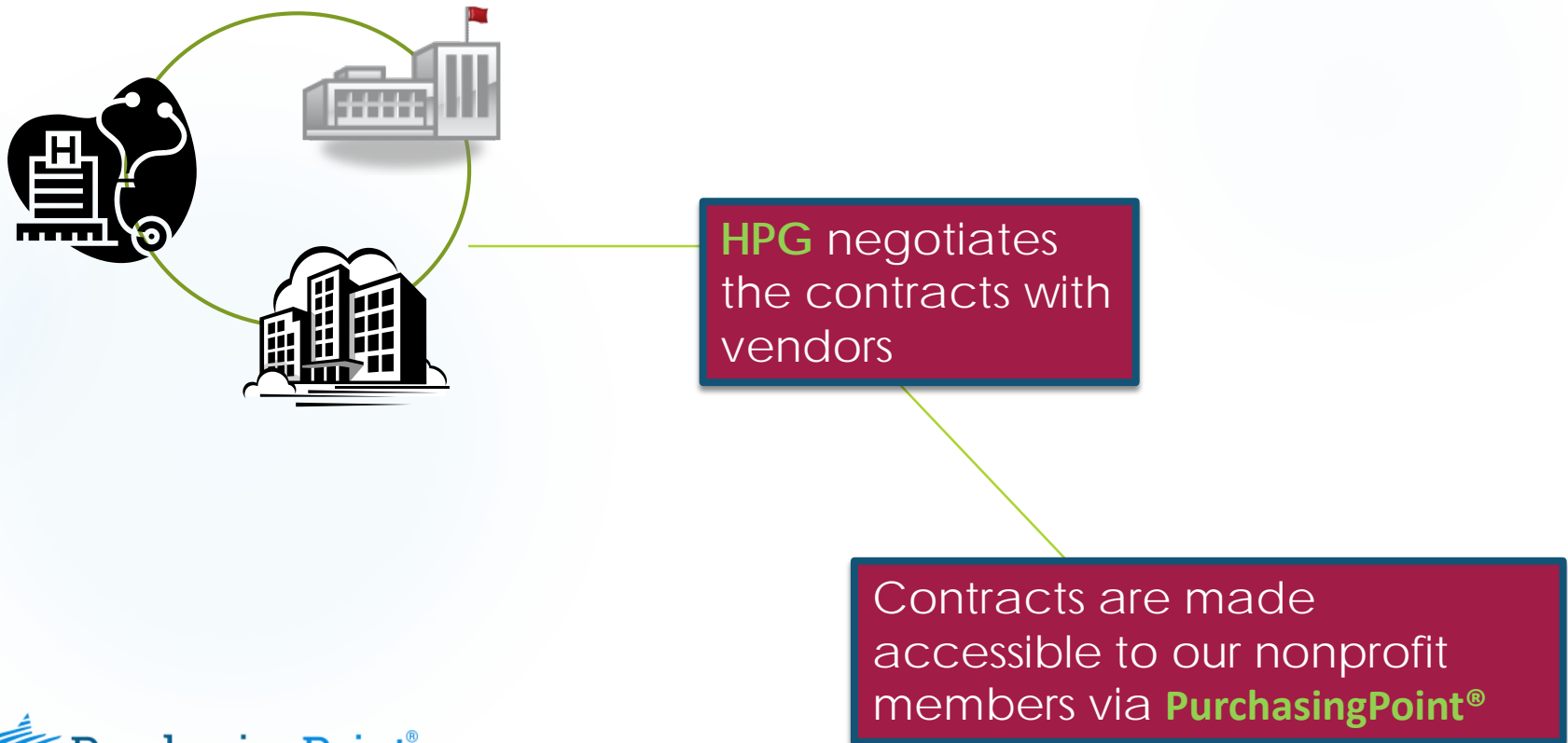


BoardSource
Empowering Boards. Inspiring Leadership.



About the Program

- ▶ We are a part of the HealthTrust Purchasing Group (HPG)
- ▶ Our GPO's buying power totals **\$45 billion annually**





PurchasingPoint[®]

Saving Nonprofits Money for Mission

Program Success



\$180 million
in estimated savings



\$646 million in
purchasing volume



across 8,700
active users



from over 8,000
nonprofit organizations

That means a lifetime savings of over **\$180 million** that has been redirected toward mission-related activities that build well-being within our communities!



\$180 million +



NETWORK
of Jewish Human
Service Agencies

PurchasingPoint®

Program Success



\$991,810 in
estimated savings



\$3.9 million in
purchasing volume



across 76
active users



from over 57
locations

But the best news is that means a
lifetime savings of almost **\$1 million**
that has been redirected toward
mission-related activities that build
well-being within our communities!



\$1 million

Potential opportunities with vendors

- ▶ Over 100 vendors in the program.

Office Equip. & Services



Facilities Management & Equipment



Technology



Travel



Food Supplies



Furniture



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

Example of Savings



Staples.

Staples 8.5" x 11" Copy Paper, 20 lbs, 92 Brightness, 5000/Carton (324791)

Item #: 324791 | Model #: 324791

★★★★★ 1,686 Reviews

Selection:

5000/Carton

5000/Carton

[Open a More Account and save](#)

Delivered by Thursday, Sep 05 with next-day delivery

\$55.99

[View more purchasing options](#)

[View full product details](#)

Qty: 1

[Add to cart](#)

PurchasingPoint Price

On Contract



Staples 8.5" x 11" Copy Paper, 20 lbs, 92 Brightness, 5000/Carton (324791)

Item #: 324791 | Model #: 324791 | CIN #: 324791

★★★★★ 1,392 Reviews

Eco Conscious Auto Restock

5000/CT

Delivery [Check Delivery Date](#)

\$28.99

[View more purchasing options](#)

Qty: 1

[Add to cart](#)

Savings of \$27 or 48%



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

Saved senders:

* Country/Territory:

Company:

* Contact name:

* Address 1:

Address 2:

* ZIP:

* City:

* State:

* Phone no.: ext.

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

* Country/Territory:

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
- Save changes in address book

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 May 15, 2019	<u>241.81</u>	<u>199.93</u>
<input type="radio"/>	FedEx Priority Overnight® 10:30 am Wed May 15, 2019	<u>209.41</u>	<u>42.58</u>
<input checked="" type="radio"/>	FedEx Standard Overnight® 03:00 pm Wed May 15, 2019	<u>200.66</u>	<u>42.76</u>

[View all services](#)

[View/Print details](#)

Savings of
\$157.90

Example of Savings



Document Storage, Document & Media Destruction, On-Site and Off-Site Shredding

Customer ID:	X2140	Invoice Number:	PJY0565
		Invoice Date:	10/31/2017
Department ID/Name:	/MASTER DEPARTMENT		
Description	Qty	Rate	Amount
STORAGE,REGULAR 11/01/2017	5631.30	0.454	2,556.61
TOTAL STORAGE			2,556.61

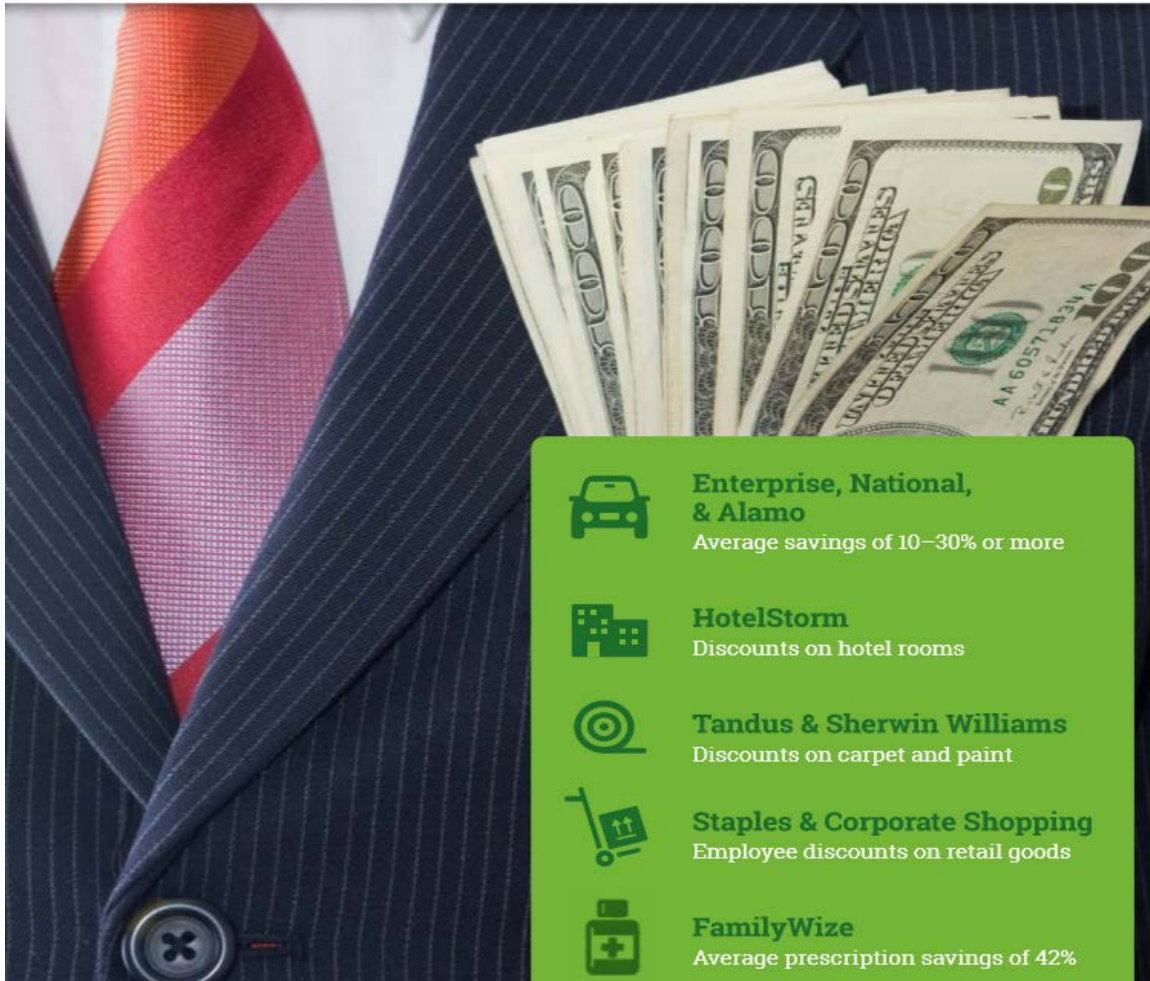
PurchasingPoint Rate **0.226**
= 50% Savings

Employee Discounts

▶ With select vendors

Employee Discounts

Keep more money in your pocket.



Enterprise, National, & Alamo

Average savings of 10–30% or more



HotelStorm

Discounts on hotel rooms



Tandus & Sherwin Williams

Discounts on carpet and paint



Staples & Corporate Shopping

Employee discounts on retail goods



FamilyWize

Average prescription savings of 42%



Rental Details

DATES & TIMES

Sun, Apr 19, 2020 @ 12:00 PM
Tue, Apr 21, 2020 @ 12:00 PM

PICK-UP & RETURN LOCATION

New York Laganardia Airport
83 34 23rd Ave
East Elmhurst, NY 11370

ADDITIONAL DETAILS

Renter Age: 25+
Corporate Account Number Or Promotion Code: -

[MODIFY](#)

[MODIFY](#)

[MODIFY](#)

Standard Car

Volkswagen Jetta or similar
 Automatic



VEHICLE

Time & Distance 2 Day(s) @ \$ 97.29 / Day
Unlimited Mileage

EXTRAS

-

TAXES & FEES

CAR RENTAL SALES TAX 12 PCT (12.0%)
CONC RECOVERY FEE SURCH .50/DAY
CONCESSION RECOVERY FEE 11.11 PCT (11.11%)
SALES TAX (8.875%)

[MODIFY](#)

\$ 194.58
Included

[ADD](#)

[LEARN MORE](#)

\$ 26.06
\$ 1.00
\$ 21.62
\$ 19.28

ESTIMATED TOTAL

\$ 262.54

Rental Details

DATES & TIMES

Sun, Apr 19, 2020 @ 12:00 PM
Tue, Apr 21, 2020 @ 12:00 PM

PICK-UP & RETURN LOCATION

New York Laganardia Airport
83 34 23rd Ave
East Elmhurst, NY 11370

ADDITIONAL DETAILS

Renter Age: 25+
Corporate Account Number Or Promotion Code: AJFCA (L) - HPG

[MODIFY](#)

[MODIFY](#)

[MODIFY](#)

Standard Car

Volkswagen Jetta or similar
 Automatic



VEHICLE

Time & Distance 2 Day(s) @ \$ 51.33 / Day
Unlimited Mileage

EXTRAS

-

TAXES & FEES

CAR RENTAL SALES TAX 12 PCT (12.0%)
CONC RECOVERY FEE SURCH .50/DAY
CONCESSION RECOVERY FEE 11.11 PCT (11.11%)
SALES TAX (8.875%)

[MODIFY](#)

\$ 102.66
Included

[ADD](#)

[LEARN MORE](#)

\$ 13.81
\$ 1.00
\$ 11.41
\$ 10.21

ESTIMATED TOTAL

\$ 139.09

CUSTOM RATE

Savings of
\$123.45!

How To Get Started

1. Go to <https://networkjhsa.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

<https://networkjhsa.purchasingpoint.org>



Register

Sign in

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

Browse vendor categories ▾

Search vendors, products, services, or keywords..



Keep more money in your organization's pocket



- ▶ Get access to discounts based on 39 billion of annual purchasing power
- ▶ Average aggregate savings of 30% 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 »](#)

Products and services from top vendors you know and trust





PurchasingPoint®

Saving Nonprofits Money for Mission

Questions?

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PurchasingPoint Customer Service

(877) 336-1784 or

support@purchasingpoint.org