



PurchasingPoint[®]
Saving Nonprofits Money for Mission

PurchasingPoint[®] Discount Program:

Utilize Your NJHSA Member Benefit

October 13, 2021

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NETWORK
of Jewish Human
Service Agencies

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NATIONAL
HUMAN SERVICES
ASSEMBLY

Agenda

- Overview of the PurchasingPoint program
- Return to work vendors
- Examples of vendor savings
- Sign up demonstration
- Q&A

About PurchasingPoint

- An exclusive discount program available to nonprofits and their affiliates
- The goal is to **save nonprofits money for mission**
- The program leverages the collective buying power of its members
- **Free benefit** with your membership with **NJHSA**

About PurchasingPoint

- Partnership with HealthTrust Purchasing Group (HPG)
- HPG negotiates the contracts with national vendors
- No tiered pricing – regardless of size, all of our members receive the same pricing

The Industry's Only National Committed Model GPO

The foundation of the HealthTrust model is a patient-focused mission, led by experienced clinical leaders and member advisory boards who conduct a rigorous product vetting and approval process.

1600 Hospitals	\$45 billion Purchasing Power	43000 Alternate Sites	Double-Digit Contract Savings
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LEARN MORE ABOUT US >>



HPG National Contracts are made available to our nonprofit members



PurchasingPoint[®]
Saving Nonprofits Money for Mission

Our Members

- Over 8,300 nonprofit members
- Greater purchasing means lower pricing



BILL & MELINDA
GATES foundation



eliminating racism
empowering women
ywca



BoardSource
Empowering Boards. Inspiring Leadership.



Program Success



\$212+million
in estimated savings



\$755+ million
in purchasing volume



across
8,700+
active users



From over
8,300
nonprofits

A lifetime savings of over **\$212 million** has been redirected towards mission-related activities that build well-being within our communities!

Sample of Program Vendors

- Over 100 national vendors in the program
- Various vendor categories



KONICA MINOLTA



HERITAGE



Return to work **GRAINGER**[®]

FOR THE ONES WHO GET IT DONE

- A team of experts ready to help you get back to business
- Maintenance, PPE, cleaning, industrial products

PERSONAL PROTECTION

Masks
Vinyl Gloves
Thermometers
Sanitizer & Alcohol Wipes



TOUCHLESS SOLUTIONS

Touchless Paper Towel Dispensers
Touchless Soap Dispensers
Touchless Hand Dryers
Touchless Faucets
Touchless Step Trash Cans



AIR PURIFICATION

Air Purifiers
Air Purifier Filters
HVAC Air Filters



Return to work



- One source for many of your needs



FACILITIES, BREAKROOM & MAILING

- ▶ Cleaning chemical systems/equipment
- ▶ Paper products and dispensing systems
- ▶ Soaps, sanitizers and dispensers
- ▶ Safety and health/wellness solutions
- ▶ PPE
- ▶ MRO supplies
- ▶ Coffee, water and breakroom
- ▶ Packing and shipping items



TECHNOLOGY

- ▶ Everyday tech
- ▶ Printing hardware, supplies and services
- ▶ Data center and networking equipment
- ▶ Managed Print Services
- ▶ IT services
- ▶ Virtual learning technology
- ▶ Computing hardware
- ▶ Asset tagging



FURNITURE

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



PRINT & MARKETING

- ▶ Custom printing for letterhead and business cards
- ▶ Labels and flexible packaging
- ▶ Digital copy and print services
- ▶ Custom forms
- ▶ Kitting and fulfillment
- ▶ Special project assistance
- ▶ Promotional products



OFFICE SUPPLIES

- ▶ General office supplies
- ▶ A wide variety of paper
- ▶ Ink and toner
- ▶ Desk accessories and filing needs
- ▶ Storage products and organization items
- ▶ Writing instruments
- ▶ Dated goods
- ▶ School supplies

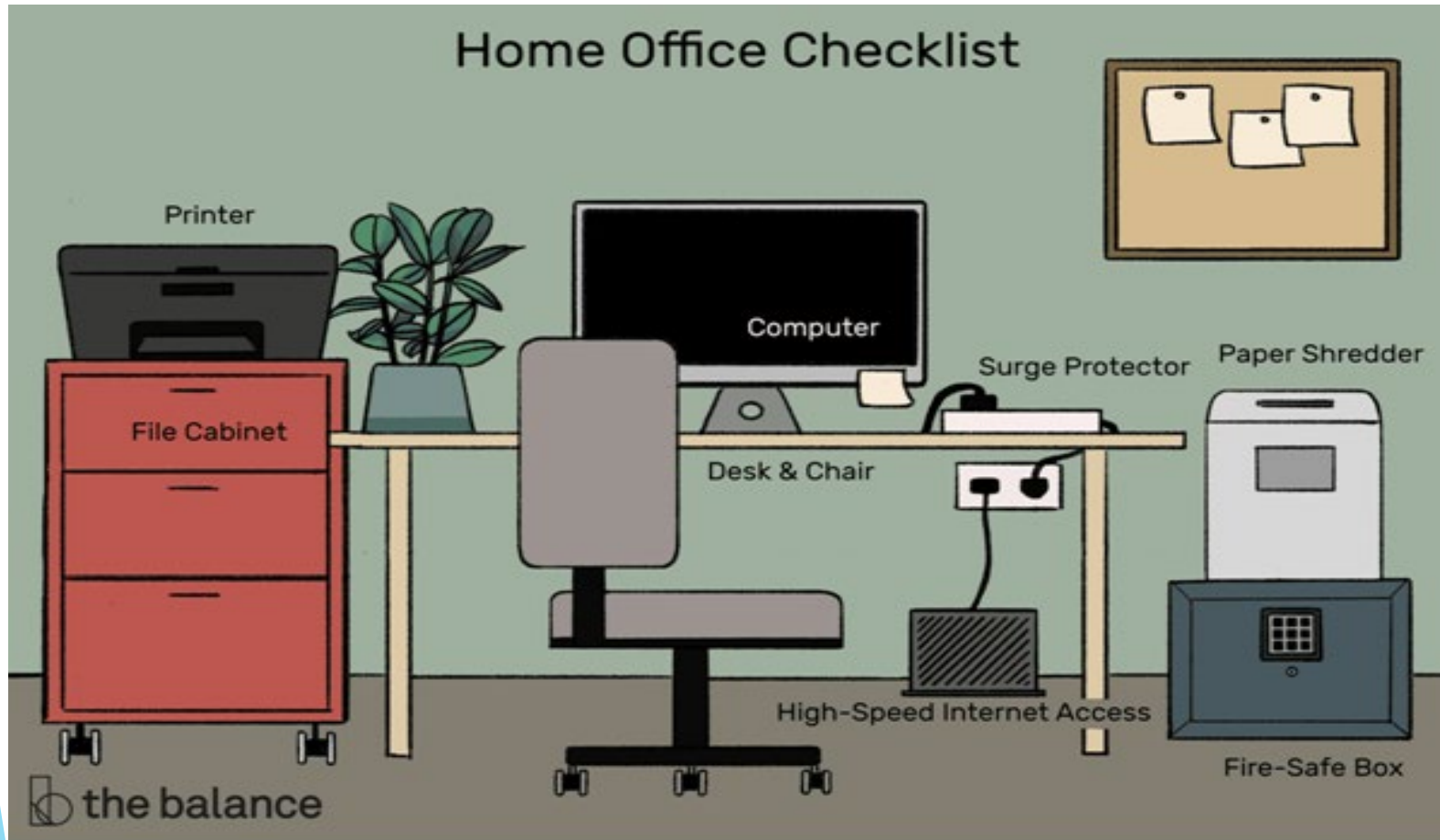
Return to work – HVAC Equipment

- CDC guidelines require every office building has heating, ventilation and air conditioning systems operating properly.
- HVAC equipment, air handlers, high efficiency air filters, chillers, coils, condensers, rooftop systems, unit ventilators, heat pumps, controls, package units, building automation equipment etc.



Home Office

- Vendors in the program provide many of the products and solutions for your virtual office



KONICA MINOLTA



Diversity in Purchasing

- Choose from over a variety of Diverse Business Enterprises (DBE)
 - Certified minority, women owned, service disabled, and veteran business enterprises



Examples of Savings



Staples Aura Retractable Ballpoint Pens, Medium Point, Black Ink, Dozen (29088)

Item #: 2072154 | Model #: 29088

Staples Aura Retractable Ballpoint Pens, Medium Point, Black Ink, Dozen (29088)

Item #: 2072154 | Model #: 29088 | CIN #: 2072154

\$4.99
dozen

\$2.84 **On Contract**
12 doz

Est. Savings of \$2.15 or 43%



8.5" x 11" Copy Paper, 20 lbs., White, 5000 Sheets/Carton (324791)

Item #: 324791 | Model #: 324791/86600

8.5" x 11" Copy Paper, 20 lbs., White, 5000 Sheets/Carton (324791)

Item #: 324791 | Model #: 324791/86600 | CIN #: 324791

4.5 ★★★★★ 1,860 Reviews | [7 Questions](#) | [Share](#)

\$50.49
5000/carton

Delivered FREE in 1-2 days

\$29.99 **On Contract**
5000 ct

Delivered tomorrow

≡ *Next-Day delivery* Order within 3 hrs 50 mins

Auto Restock

Est. Savings of \$20.50 or 41%

1. From

[Help](#) [Edit](#)

PurchasingPoint, 1101 14th Street, NW, Suite 600, Washington, District of Columbia, 20005, United States

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

3. Package & Shipment Details

[Help](#) [Hide](#)

* Ship date

* Number of packages

* Pricing option FedEx Standard Rate FedEx One Rate

* Weight lbs

Declared Value U.S. Dollars

* Service type



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® 09:00 am Tue Feb 16, 2021	189.28	155.92
<input type="radio"/>	FedEx Priority Overnight® 10:30 am Tue Feb 16, 2021	156.50	32.96
<input type="radio"/>	FedEx Standard Overnight® 04:30 pm Tue Feb 16, 2021	153.42	33.82
<input type="radio"/>	FedEx 2Day AM® 10:30 am Wed Feb 17, 2021	116.09	52.95
<input checked="" type="radio"/>	FedEx 2Day® 04:30 pm Wed Feb 17, 2021	99.88	26.92

[View all services](#)

[View/Print details](#)

Savings of \$72.96 or 38%

Added Benefits

- ▶ Customer service to help you every step of the way
- ▶ Employee discounts with select vendors

NOTE: Discounts are not to be shared or posted on a public site



Employee Discounts

Keep more money in your pocket.



How to Get Started

1. Enroll for free and complete the DocuSign Agreement
2. Search for vendors
3. Get access to vendor contracts
 - Sign up with multiple vendors at one time
 - Connect your existing accounts to discounted program pricing
 - Follow instructions in vendor profiles as local reps might not know about the program
4. Work directly with vendors to order goods and services

<https://networkjhsa.purchasingpoint.org/>

networkjhsa.purchasingpoint.org



Register

Sign in

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

[Browse vendor categories](#) ▾



Keep more money in your organization's pocket



- ▶ Get access to discounts based on \$45 billion of annual purchasing power
- ▶ Average aggregate savings of 30% for the program
- ▶ Over 100 unique vendors
- ▶ Great discounts as high as 50% with select vendors
- ▶ Free for National Assembly members, affiliates, and select partners



PurchasingPoint®

Saving Nonprofits Money for Mission

Thank you for your participation

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