

SUPPLY ARRANGEMENTS: A SMART CHOICE

CASESTUDY



PrintersPlus gives its clients the competitive advantage they need when it comes to printing and imaging. With a myriad of products at its fingertips, PrintersPlus helps its clients control costs and increase productivity while providing the latest technology at unbeatable prices.

TAKE INVENTORY OF WHAT YOU BUY

One of the ways PrintersPlus offers customers competitive advantages is with Supply Arrangements. Often times, companies are unaware of how much they really spend on paper and print supplies, most times spending way more than they should. PrintersPlus changes that by conducting a quick and simple print audit to identify how your organization can better manage print, then introduces ways to buy smarter and save money.

SUPPLY ARRANGEMENTS HELP SAVE

Supply Arrangements are a customer-focused approach to ensuring cost certainty for an organization. By definition, a supply arrangement is an understanding of terms upon which parties agree to supply and purchase products from each other. PrintersPlus works with customers to custom configure a supply arrangement that supports every requirement. This way purchases can be consolidated, supplied on demand and money is saved.

PROVINCIAL AGREEMENTS

Corporations with heavy print users benefit by having a supply arrangement in place. The Government of

Saskatchewan, with its numerous satellite offices across the province, achieve tremendous benefits from this type of an arrangement because it allows any employee to log onto the PrintersPlus web site, see what's available for purchase, order and expect next day delivery. PrintersPlus has optimized online shopping at www.printersplus.net so it's fast and easy.

One very popular feature of its online ordering process is the ease in which customers can manage their accounts. Up-to-the-minute order histories with a detailed "favourites" list make account management effortless.

In the Government of Saskatchewan's case, PrintersPlus provided the investment protection the government was looking for while still empowering its users, in numerous locations, to get the printing and imaging resources they needed.

FEDERAL RELATIONSHIPS

Agencies with stringent guidelines and purchasing processes also see huge benefits in these types of arrangements.

The Canadian Revenue Agency (CRA), formerly Revenue Canada, is a federal agency that administers tax laws for the Government of Canada and for most

provinces and territories. With 1,600 staffers, the CRA is one of the more print intensive organizations in Canada. Under a two-year arrangement, with five single year options, PrintersPlus supplies ink and toner for all CRA employees using the secure online supply arrangement system. A CRA employee can log in, see product pricing, put in a purchase order number and receive the shipment the next day. All purchased products, as well as returns and upgrades, are charged to one credit card to simplify billing. This supply arrangement system handles approximately 30 orders per day from the CRA alone.

SAVING EDUCATION

Educational institutions have also gained competitive advantages through the use of supply arrangements. For example, the University of Guelph created a purchasing portal at PrintersPlus that allowed all of its satellite users to access 250 items at a fixed price. PrintersPlus set up a secure online supply arrangement system that would be handled by one person instead of many. Under a three-year partnership agreement, both the Government of Saskatchewan and the University of Guelph realized tremendous cost savings while improving end-user productivity. Since the user groups at the University of Guelph are prevented from buying products that are not tendered, the University is guaranteed cost-certainty.

JOINT PROCUREMENT

Another approach to cost-savings that PrintersPlus has pioneered is through joint procurement. Smaller groups having print and imaging needs, but don't necessarily order mass quantities, can see huge saving benefits by engaging in a joint procurement agreement with similar-sized organizations.

The University of Guelph partnered with Guelph Hydro and the local school board to share PrintersPlus

secure online supply arrangement system and increase savings through joint procurement. All three parties get next-day delivery without question along with the best price. Further cost-savings were realized when all invoices for each organization are sent to one central location reducing the amount of unnecessary paperwork.

Further to this, PrintersPlus collaborated in an educational consortium made up of five individual school boards in Ontario creating a supply arrangement program for 150-200 products. This type of contract not only ensures all the boards get a great price, but streamlines the administration of their invoices while ensuring that each school board can pick and choose the products necessary to meet their printing and imaging requirements through the online supply arrangement system.

COST CERTAINTY

As you can see, PrintersPlus's ability to meet the various needs of its clients through supply arrangement and joint procurement agreements guarantee that customers can acquire the printing and imaging products it needs while ensuring cost certainty.

PrintersPlus's secure online supply arrangement system is unique in the market place because it can meet the needs of any organization whether it's federal, provincial, municipal, educational, healthcare or corporate. In today's business climate where less is more, PrintersPlus's procurement strategies can make sure customers acquire the printing and imaging products they need while cost certainty is maintained.