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E&I’S NEW ATHLETICS AGREEMENTS HELP MEMBERS MANAGE COSTS & ENHANCE REVENUES

JERICHO, N.Y. – E&I members can take advantage of the following competitively awarded agreements recently added to the Cooperative’s athletics portfolio: Anthony Travel, The Aspire Group, FieldTurf, and Navigate Research. Each of these contracts has been designed to help campus athletic departments manage costs and/or enhance revenues.

Anthony Travel

Anthony Travel will help institutions customize a comprehensive travel solution using unique negotiated vendor agreements for air, hotel, and bus travel. This contract provides an efficient campus-wide travel solution that drives cost containment and establishes broad duty of care. Anthony Travel is fully compatible with Concur, and can support educational programs large and small.

The Aspire Group

The Aspire Group will help members maximize ticket marketing, sales and service revenues and attendance using a fully integrated marketing system backed by an outbound/inbound sales and relationship building operation.
**FieldTurf**

FieldTurf is the most trusted brand in the artificial turf industry, with more than 7500 installations worldwide. FieldTurf synthetic turf systems feature unsurpassed safety and durability, providing members with the opportunity to maximize the value of their investment. In addition to synthetic turf systems, FieldTurf also provides indoor flooring, tennis courts and other sports surfaces.

**Navigate Research**

Navigate Research provides fee-based consulting asset valuation services. Navigate helps clients determine the value of their partnerships and understand how they are performing. Whether an institution is considering a naming rights opportunity, or needs to develop a market-based rate card for sponsorship or advertising, Navigate Research can help.

“Today’s procurement officers are faced with the challenge of building solid relationships with athletic administrators,” said Ray Jensen, E&I National Category Director – Athletics. “Each of these agreements represents an invaluable opportunity for procurement to align themselves with the objectives of the athletic department, and advance the institution as a whole. We’re excited to provide our members with these opportunities and we’re looking forward to adding more contracts in the future.”

The E&I athletics portfolio is being developed with the help of an advisory group that includes athletic directors and athletic business and operations administrators, along with procurement officers familiar with athletic department needs. In addition to the four new agreements, the portfolio currently includes American Seating, Henry Schein Athletic Supplies, Irwin Seating, JMI Sports, Matrix Fitness, Shaw Sports Turf, and Staples Promotional Products.
About E&I

E&I Cooperative Services (E&I) is the member-owned, not-for-profit sourcing cooperative delivering expertise, solutions and services to education and related institutions. E&I provides members with access to a diverse portfolio of competitively awarded contracts, electronic procurement platforms and consulting services to help them source effectively. By leveraging the knowledge and expertise of nearly 4,000 member institutions, E&I helps members reduce costs and optimize supply chain efficiencies. The Cooperative’s member-driven competitive solicitation process has been validated by the National Institute of Governmental Purchasing (NIGP) as being in compliance with generally accepted public procurement standards.