E&I’s Steelcase contract is the oldest – and among the most widely used – contract in the Cooperative’s portfolio. Since 1934, the contract has been providing extraordinary value and savings to E&I members. Characterized by unsurpassed innovation and superior service, Steelcase continues to effectively meet the ever-changing needs of higher ed institutions.

As a long-time member of the Cooperative, Des Moines University (DMU) has been utilizing the Cooperative’s Steelcase contract since 1971. DMU is a small, private institution that provides students with the knowledge and skills needed to become responsible healthcare professionals dedicated to maintaining and restoring the health of their patients. According to Caron Findlay, DMU Director of University Services and Linh Phanthavong, DMU Purchasing Administrator, the University will realize a total savings of approximately 53% by utilizing the Cooperative’s Steelcase contract this year.

Based on our furniture standardization, we rely on the Steelcase name as one that consistently delivers quality and value. DMU has worked successfully with Steelcase on a number of projects and plans on continuing to do so in the future. The University works with the furniture company through WorkSpace Inc., an authorized Steelcase dealer based in Des Moines.

“Representatives from WorkSpace Inc. have worked tirelessly with us to meet our deadlines and ensure on-time installation in our new Student Education Center as well as our current project which involves renovating our Academic Center,” explained Findlay. In addition to both quality and value for the dollar, WorkSpace representatives provide DMU with the professional expertise to understand the University’s expectations and tailor their solutions to address those specific needs.

DMU also appreciates the individualized attention provided by both Steelcase and E&I representatives. Phanthavong explained that the services and support provided by E&I Member Service Representative David Ott are simply unsurpassed. “David has been great to work with. He is both extremely knowledgeable and responsive,” she said. To raise awareness about the Cooperative on campus, Phanthavong explained that DMU recently hosted a meeting that involved representatives from E&I as well as key department users from throughout the University to familiarize these individuals with the benefits and services available through the Cooperative.

Working with E&I positively impacts our bottom line through the cost savings we’re able to take advantage of. According to Phanthavong, DMU is currently utilizing a number of the Cooperative’s additional contracts including Gaylord, Grainger, HP and IBM. More than just significant savings, she believes there are a variety of benefits associated with membership in the Cooperative. “In addition to taking advantage of E&I’s outstanding competitively awarded contracts, we are also provided with access to a variety of top-quality suppliers,” she said. “And here at DMU we really appreciate the opportunity to network with other higher ed institutions through the Cooperative’s relationship and association with NAEP”.

This unbeatable combination of aggregated purchasing power, knowledge and expertise is paramount to institutions considering membership in the Cooperative. “The ability to take advantage of competitively awarded contracts as well as the savings in time that’s involved in researching, gathering bids and awarding contracts, are truly invaluable,” Findlay explained.

Des Moines University offers education programs in medicine, allied health care services, health care administration and public health. The University offers six degree programs through three colleges: The College of Osteopathic Medicine, The College of Podiatric Medicine and Surgery and The College of Health Sciences. For more information, please visit www.dmu.edu.