



April 3, 2017

Contact:

Sabra Schell
E&I Vice President of Marketing
631-630-8234

E&I MEMBER PURCHASES EXCEED \$2.7 BILLION IN 2016; THE COOPERATIVE RETURNS MORE THAN \$16 MILLION TO MEMBERS IN THE FORM OF REBATES

JERICHO, N.Y. – E&I Cooperative Services returned more than \$16 million to members in the form of rebates in 2016, and membership reached an all-time high of 4,100, according to a report disclosed at the Cooperative’s Annual Stockholders’ Meeting.

E&I posted a number of other notable 2016 achievements:

- Member purchases exceeded \$2.7 billion – nearly \$90 million over last year
- Members realized over \$200 million in savings by utilizing E&I contracts
- A specialized team of Inside Member Representatives (IMRs) was created to address the unique needs of small schools
- E&I’s consulting division completed 11 engagements, and five E&I individuals earned JAGGAER Select Partner Certification
- The Cooperative joined the National Coalition of Public Procurement (NCPP) as a founding member
- The Cooperative created a dedicated team of Market Development Executives (MDEs) to focus on the K-12 marketplace

“Throughout 2016 we sharpened our focus on serving each of our member segments, including community colleges, K-12 institutions, large universities, and small schools,” said Tom Fitzgerald, CEO, E&I Cooperative Services. “Our objective remains laser focused on: enhancing our contracting value and expertise, expanding our reach in K-12, and enhancing our knowledge sharing and support through the

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Consulting Group. In a climate of economic volatility and uncertainty, the benefits we provide to our members are increasingly valuable. We look forward to building upon these successes in the coming year.”

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 solutions and consulting services to help them source effectively. By leveraging the knowledge and expertise of nearly 4,100 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 procurement standards. For more information, please visit: www.eandi.org.

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