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**E&I COOPERATIVE SERVICES PRESENTS 10<sup>TH</sup> ANNUAL BUSINESS PARTNER AWARDS**  
*PPG Paints, Concur, B&H Photo Video, & Steelcase, Inc. honored for exceptional contributions*

**JERICHO, N.Y.** – E&I Cooperative Services (E&I) presented their annual Business Partner Awards during the National Association of Educational Procurement (NAEP) Annual Meeting held in Orlando, Florida on April 10<sup>th</sup>, 2018. These awards, now in their tenth consecutive year, are presented annually to business partners who demonstrate extraordinary dedication and commitment to the membership community.

Nominees were identified by a team of E&I representatives, and were evaluated based on criteria including: contract utilization, member purchases, dedication to new member acquisition, programs and level of service provided to members, and member satisfaction. The winners were as follows:

- The Foundation Partner Award was presented to **PPG Paints** in recognition of their diligence in building and maintaining a strong, dependable relationship with E&I for over 10 years.

- The Best in Class Sales Support Award was presented to **Concur**, whose sales force has demonstrated an outstanding level of engagement with the Cooperative’s membership and with E&I representatives.
- The Best in Class Member Responsiveness Award was presented to **B&H Photo Video** in recognition of their outstanding commitment to customer service and support.
- **Steelcase, Inc.** was honored as this year’s Partner of the Year in recognition of their strong business growth, customer & product service, responsiveness, and assistance. Steelcase has excelled in providing expertise and solutions to procurement professionals, and has worked with E&I on new member recruitment initiatives and other acts of excellence.

“Our ultimate goal is to provide our members with value beyond lower costs,” said Tom Fitzgerald, CEO of E&I. “These business partners have shown outstanding commitment to their E&I contracts and a proactive approach to our membership. They help E&I to achieve our goal, and—in the end—that is what distinguishes us as a top-rate purchasing cooperative.”

### **About E&I Cooperative Services**

E&I is the only member-owned, not-for-profit purchasing cooperative solely focused on serving education and related facilities. E&I delivers expertise, solutions, and services through a diverse portfolio of competitively awarded contracts and consulting services. By leveraging the knowledge and purchasing power of its nationwide membership, E&I helps higher education and K-12 institutions reduce costs, optimize supply chain efficiencies, and save time on the RFP process. The Cooperative’s member-driven competitive solicitation process has been validated by the National Institute of Governmental Purchasing (NIGP) as complying with generally accepted procurement standards. For more information, please visit: [www.eandi.org](http://www.eandi.org).