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### **E&I Announces New Vision & Strategy**

*Cooperative focuses on delivering solutions to help higher ed institutions accelerate economic recovery*

**Jericho, N.Y.** – E&I Cooperative Services (E&I) – the only member-owned, non-profit cooperative focused exclusively on education – has announced a bold new vision to rapidly increase the value delivered to educational institutions. The Cooperative’s strategy includes an aggressive hiring initiative.

“Pandemic-related budget cuts, tuition decreases, and declining enrollments are placing significant economic strain on our member institutions,” said Eric Frank, E&I CEO. “E&I’s new vision focuses on delivering cooperative contracts, spend analytics, and eProcurement solutions together to enable and accelerate their recovery. This includes bringing new skills into the Cooperative to align with our vision.”

Highlights of E&I’s plan include:

- **Expanded/Improved Contracts** – E&I will expand its portfolio of contracts for goods and services purchased by educational institutions.
- **Spend Analytics** – E&I will analyze members’ spend data and patterns to identify opportunities for schools to maximize contract savings, bring more of their spend under beneficial contracts, and to help them optimize their limited staff resources.
- **e-Procurement Platform** – E&I is introducing an e-procurement solution that will enable staff across the institution to easily purchase goods and services online at meaningful savings, while also providing increased visibility and control over spend and ensuring business continuity through digitizing key procurement functions.
- **Hiring** – The Cooperative will be hiring for [newly created positions](#) with a focus on individuals that possess extensive higher education procurement and strategic sourcing experience.

The Cooperative’s new vision also includes a focus on increasing diversity and enhancing transparency across the organization.

“E&I is a long-standing member-owned cooperative with a deep-rooted history serving education,” Frank said. “This plan allows us to strengthen our value proposition by engaging with our members more strategically and consultatively, enabling them to maximize their education dollar and achieve meaningful savings during this extremely critical time.”

E&I will be sharing more details about its new vision through its “Going Deeper” webinar series and “Straight Shooting” blog series authored by Frank.

For more information, visit [www.eandi.org](http://www.eandi.org).

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

E&I Cooperative Services (E&I) is the only member-owned, non-profit procurement cooperative focused



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exclusively on education. E&I delivers unsurpassed value to members through a broad portfolio of competitively solicited contracts, technology-enabled procurement solutions, and consultative engagements. The Cooperative's strategic spend assessments enable members to make informed, analytics-driven decisions to capture more spend. By working together with industry-leading suppliers, E&I provides an exceptional member experience. For more information, please visit [www.eandi.org](http://www.eandi.org).

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