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E&I RETURNS NEARLY \$17 MILLION TO MEMBERS IN REBATES & INCENTIVES; MEMBERSHIP CLIMBS TO OVER 4,500

The Cooperative reports a record-breaking year for 2017

JERICHO, N.Y. – E&I Cooperative Services (E&I) returned nearly \$17 million to members in the form of rebates and incentives in 2017. Membership reached an all-time high of 4,500 while member satisfaction continued to flourish, according to a report disclosed at the Cooperative’s annual Stockholders’ Meeting held during the National Association of Educational Procurement’s (NAEP’s) Annual Meeting on April 9, in Orlando, FL.

Brad Sheriff, Vice Chancellor for Finance & Administration at the University of Arkansas, presented the following financial results for this record-breaking year:

- Member purchases exceeded \$2.7 billion;
- The Board voted to return \$1.6 million to members in the form of patronage;
- Members realized over \$200 million in savings through E&I contracts;
- Members received \$17 million in rebates and incentives; and
- 88.7% of members indicated a satisfaction rating of very or extremely satisfied.

E&I also recognized individuals who have exhibited extraordinary dedication to the Cooperative and the membership to help make this past year a success. The prestigious David H. Lord Cooperative Services Award, this year for the first time presented by the namesake himself, was awarded to Carol Barnhill, CPM, CPPO, APO, Director, Procurement Services at Arkansas State University – Jonesboro in recognition of her exceptional contributions to E&I through volunteerism in cooperative purchasing. E&I’s annual Member Services Awards were presented to Graham Smeilus, Member Relations Executive, for highest member satisfaction and to Shaun Boyle, Member Relations Executive, for the biggest increase in member satisfaction over last year.

“Our record-breaking achievements in 2017 bolster the affirmation that teamwork brings about results, and that unprecedented innovation and advancement can be realized through collaboration,” said Tom Fitzgerald, CEO of E&I. “Looking ahead at the ever-changing landscape of supply chain management in education, E&I’s mission is more important than ever, and we will remain committed to the initiatives that address our members’ most critical needs.”

About E&I Cooperative Services

E&I Cooperative Services (E&I) is the only member-owned, non-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.