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**Contact:**

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

**E&I EXPANDS INTO THE K-12 MARKETPLACE**

**JERICHO, N.Y.** – E&I Cooperative Services is excited to announce its expanded focus on the K-12 sector, a move that will complement E&I’s deep relationships within higher education and strengthen its position as the premier member-owned cooperative serving the education marketplace.

E&I has grown significantly over the last decade, and now boasts more than 4,100 members institutions and over \$2.65 billion in member purchases. In the K-12 arena alone, the Cooperative has averaged an annual membership growth of almost 25%, making it E&I’s fastest growing market segment.

“With this initiative, we are focused on new business development, driving contract adoption and utilization among new and existing K-12 members, and working to increase membership in the K-12 space,” said Tom Fitzgerald, CEO, E&I Cooperative Services. “We’re also looking forward to increased collaboration with our business partners who serve the K-12 audience.”

To sustain this growth, E&I has created a dedicated field team to support and advance its footprint in the K-12 marketplace. This team is led by Sue Peters, Director, K-12 Market Development, and includes two field-based Market Development Executives, Nate Termaat and LJ Sylvester. The team will include two Inside Member Representatives who will focus on engaging/supporting small/mid-sized K-12 institutions.

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## 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 more than 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](http://www.eandi.org).

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