E&I CONTRACTS OFFER INCENTIVES
E&I is the member-owned, non-profit sourcing cooperative delivering expertise, solutions, and services to higher education, K-12, and related institutions. By leveraging the knowledge and expertise of our nationwide membership, E&I helps reduce costs and optimize supply chain efficiencies. We provide members with access to a diverse portfolio of competitively solicited contracts and services to help them source effectively.

Visit our website at [www.eandi.org](http://www.eandi.org) for complete contract details on all of the suppliers listed in this brochure, or contact your local Member Relations Representative for more information.

### CONTRACT CATEGORIES WITHIN

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K-12 CONTRACT INCENTIVES

In addition to up-front pricing discounts, E&I provides lower costs to our members in a number of ways. In 2017, members received more than $18 million in rebates and/or financial growth incentives. Many of our business partners offer these incredible savings opportunities, and the list continues to grow.

Complete information on all of the contracts listed in this brochure is available on E&I’s website at www.eandi.org. For more information, please contact your E&I Member Relations Representative.

K-12 Market Development Executives

- Susan Peters speters@eandi.org Executive Director, K-12 Market Development (Minneapolis, MN)
- LJ Sylvester ljsylvester@eandi.org Market Development Executive, K-12 (Washington DC/VA)
- Nate Termaat ntermaat@eandi.org Market Development Executive, K-12 (Grand Rapids, MI)
- Suzanne Ayers saysers@eandi.org Market Development Executive, K-12 (Dallas, TX)
- Yvette Heflin yheflin@eandi.org Inside Market Representative, K-12 (Dayton, OH)
- James Stone jstone@eandi.org Inside Market Representative, K-12 (Dayton, OH)

* California K-12 Open
Contract Number: CNR01362
E&I members participating in the Airgas program with an executed Participant Supply Agreement are eligible for an annual incentive rebate on Year over Year (YOY) purchases for all products to promote incremental sales growth each year.

The incentive amount will be based on the previous fiscal year (April 1 - March 31) including overall product and applicable service sales, excluding revenue related to cylinder rental and maintenance, surcharges, delivery and service fees, hazmat fees and freight charges. The incentive will be paid annually to E&I by the end of April. E&I will pay members in accordance with the report provided by Airgas.

Contract Number: CNR01302
American Education Supply (a division of American Hotel) will provide an annual purchasing volume rebate for E&I members with annual purchases exceeding $300,000 within a twelve month period (January 1 thru December 31).

The rebate amount will be calculated as follows:
- $300,000-$499,999 Annual Sales = 1.0% Rebate
- $500,000 + Annual Sales = 1.5% Rebate

Contract Number: CNR01117
Leverage the aggregate purchasing power of the E&I membership. All members participating in the E&I American Express Corporate Purchasing Card Program are eligible for cash incentives. Incentives are determined by:
- Aggregate purchase volume of all participating members
- Expediency at which the individual member pays the institution’s American Express bills
- Purchase volume of the individual member

Incentives will be payable at the end of each contract year directly to the member by American Express. Refer to www.eandi.org for details.
E&I Rewards Stand Out

Members are eligible for a rebate based upon annual purchase volume:

- $250,000 - $399,000 Annual Purchases = 1% Rebate
- $400,000 - $599,999 Annual Purchases = 2% Rebate
- $600,000+ Annual Purchases = 3% Rebate

Contract Number: CNR01307

Member incentives are available with this agreement that will be managed by E&I. Participating members will receive an annual rebate based on purchases made under the agreement as follows:

- $250,000 - $1,000,000 Purchases = 0.50% Rebate
- $1,000,001 - $3,000,000 Purchases = 0.75% Rebate
- $3,000,001+ Purchases = 1.0% Rebate

Contract Number: CNR01402
Members can earn a rebate on incremental sales volume. For details, please visit the Grainger microsite online at www.eandi.org/contracts/grainger/

Contract Number: CNR001496

A 1% E&I member rebate will be paid annually based on total sales between January 1 and December 31 each year.

Contract Number: CNR01280

An annual purchasing volume rebate is available for members that have annual purchases exceeding $1,000,000 within a twelve (12) month period (January 1 – December 31). The rebate amount will be 2% of the Net amount purchased (after discount and excluding transport/shipping).

For members to qualify for the program, all invoices during the twelve month period each year must be paid within the payment terms of net 30 days. Failure to pay invoices within the net 30 payment term will disqualify members from the annual purchasing volume rebate program.

Contract Number: CNR01336

1% is allocated by E&I back to the respective members for their use of the contract.

Contract Number: CNR01394

Member incentives associated with this agreement will be managed by E&I. These include:

• If an E&I member institution is a new customer, they will receive 5% back to dollar one, providing they achieve $10,000 in sales by calendar year-end.

- OR -

...continued on next page.
The Volume Renewal Credit calculation will be based on the aggregate amount of all E&I written facilities on the SU program.

- The check will be issued from SU directly to the member.
- Renewal cost credits will be calculated based on percentage participation and a check issued within 90 days after renewal of the individual facility agreements.
- SU will base the renewal cost credit on the actual annual written amount based on the individual member’s fiscal year.

Members are eligible for annual credits (ranging from 1%-3%) applied to the prevailing renewal price. The credit may be applied only to the following year’s renewal. The total E&I membership must maintain an annual written amount with SU of $10 million to remain eligible for the credit.

- Total sales (both direct & contractor) are included in overall sales for the institution
- Wall-coverings and spray equipment are not included in incentive calculations
Each participating member institution may earn a variable volume rebate of that member institution's net sales during each calendar year OR July 1 - June 30 fiscal year (to be selected by the member institution), to be calculated as follows:

- $0.00 - $1,499,999.99 = 1.5% Rebate
- $1,500,000.00 - $2,499,999.99 = 2.0% Rebate
- $2,500,000.00 - $3,999,999.99 = 3.0% Rebate
- $4,000,000.00+ = 4.0% Rebate

Note that sales of a selection of specified Technology Products will NOT be included as part of the Variable Sales Volume Rebate Net Totals. Staples will provide the Variable Volume Rebates to E&I, and E&I will distribute to each of the appropriate participating members. Details can be found at www.eandi.org.

Staples Promotional Products incentives are available for tiered transaction purchases only. Supplier will pay each member institution a variable volume rebate of that member institution's net sales during each calendar year, or July 1-June 30 Fiscal year (to be selected by the member) to be paid within 45 calendar days after the end of each applicable annual period and calculated as follows:

Variable Volume Incentive Rebate for Tiered Transaction Purchases (Annual Net Sales = Volume Rebate):

- $0.00 - $1,499,999.99 = 1.5% Rebate
- $1,500,000.00 - $2,499,999.99 = 2.0% Rebate
- $2,500,000.00 - $3,999,999.99 = 3.0% Rebate
- $4,000,000.00+ = 4.0% Rebate

Additional details can be found at www.eandi.org.

A 2.0% E&I member rebate will be paid annually on a net transportation spend.
**E&I INCENTIVES STAND TALL**

WESCO offers participating members a Volume Incentive Direct Rebate per member based on member purchases through the E&I program.

The rebate will apply to member purchases (less returns and allowances, freight out, and taxes) excluding large project purchases defined as a single order/single shipment of $15,000 or greater.

Large project purchases that are negotiated and awarded to the Supplier without being bid by the member, will receive a .5% rebate.

The rebate is paid on the amount of member spend in each specific tier and the rebate percentage will apply in that tier only. See Volume Rebate Chart ... **continued on next page.**

**Contract Number: CNR01433**

Each member that purchases over $1 million in an annual year will receive a 1% rebate or credit at end of that year.

**Contract Number: CNR01238**

WESCO offers participating members a Volume Incentive Direct Rebate per member based on member purchases through the E&I program.

The rebate will apply to member purchases (less returns and allowances, freight out, and taxes) excluding large project purchases defined as a single order/single shipment of $15,000 or greater.

Large project purchases that are negotiated and awarded to the Supplier without being bid by the member, will receive a .5% rebate.

The rebate is paid on the amount of member spend in each specific tier and the rebate percentage will apply in that tier only. See Volume Rebate Chart ... **continued on next page.**

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**WESCO Distribution : Volume Rebate Chart**

<table>
<thead>
<tr>
<th>Rebate Structure</th>
<th>Cumulative Purchases</th>
<th>Rebate Percentage</th>
<th>Rebate example: Total Annual Spend = $2,100,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>The first $50,000</td>
<td>$50,000</td>
<td>0.5%</td>
<td>$50,000 x 0.5% = $250</td>
</tr>
<tr>
<td>The next $100,000</td>
<td>$150,000</td>
<td>1.0%</td>
<td>$100,000 x 1.0% = $1,000</td>
</tr>
<tr>
<td>The next $100,000</td>
<td>$250,000</td>
<td>1.5%</td>
<td>$100,000 x 1.5% = $1,500</td>
</tr>
<tr>
<td>The next $250,000</td>
<td>$500,000</td>
<td>2.0%</td>
<td>$250,000 x 2.0% = $5,000</td>
</tr>
<tr>
<td>The next $500,000</td>
<td>$1,000,000</td>
<td>2.5%</td>
<td>$500,000 x 2.5% = $12,500</td>
</tr>
<tr>
<td>The next 1,000,000</td>
<td>$2,000,000</td>
<td>3.0%</td>
<td>$1,000,000 x 3.0% = $30,000</td>
</tr>
<tr>
<td>The next $100,000</td>
<td>$2,100,000</td>
<td>3.5%</td>
<td>$100,000 x 3.5% = $3,500</td>
</tr>
</tbody>
</table>

Any additional purchases over $2,000,000 3.5% Rebate Example: Total = $53,750

Quarterly reports will be provided by the supplier to the members and E&I to support the rebate program. Rebates will be paid annually.
**Note:** The information contained herein is confidential and proprietary to E&I and its members and is not to be shared with any third party.