

SUCCESS STORY: STAPLES MIAMI DADE COLLEGE

Miami Dade College Supports a Clean & Healthy Campus with Staples

The Situation

An E&I member since 1994, Miami Dade College (MDC) comprises eight campuses and outreach centers, offering more than 300 distinct degree pathways.

In the wake of the COVID-19 pandemic, MDC was faced with sourcing critical products to help ensure a safe return to campus for students, faculty, and staff. The college turned to one of its premier partners – Staples – and its E&I contract.

The Obstacles

Supply Chain Disruptions

On top of trying to find pandemic-related supplies, worldwide supply chain disruptions also meant MDC had significant difficulties receiving orders in a timely manner.

Product Upchargin

MDC needed a supplier that was offering reasonable pricing at a time when most things were being upcharged; sanitizer stands that normally sold for \$200 were being sold for as high as \$600.

CARES Act Compliance

Purchase orders (POs) and reporting had to be managed in a very specific way, as these purchases were tied to CARES Act funding.

Meeting Unique Needs of Each Campus

MDC needed to coordinate high volumes of deliveries to each of its campuses, each having its own set of regulations and available resources.



“Urgency was of the essence, especially since much of what we needed was something everybody needed. Not only did we face lack of availability, but also suppliers overcharging for products.”

Lindsey Rodriguez
Director of Campus Services
MDC, Eduardo J. Padrón Campus

The Actions

Getting Buy-In

Staples and MDC teamed up to create data-driven presentations that successfully resulted in buy-in from key decision makers at the college.

Transparency & Honesty

Staples was transparent about inventory, alerting MDC if an item was not immediately available, which was critical when working with heightened urgency.

CARES Act Compliance

Staples created tailored invoices to meet MDC's needs when documenting purchases through CARES Act funding.

Delivery Coordination from Planning to Execution

Staples worked closely with MDC to organize high delivery volumes, not only scheduling delivery times and locations, but also determining which items were to be unpacked and placed around campus.

Training & Troubleshooting

Staples coordinated training on new equipment such as electrostatic sprayers and provided ongoing maintenance and troubleshooting support.

The Results

Cost Savings

Through the Staples contract, MDC realized approximately \$17,000 in savings and free installation on the products and services it needed to get ready for a safe return to campus, now and into the future.

Quality, Branded Products

By partnering with trusted name-brand manufacturers, Staples provided MDC with quality products, such as disinfectant wipe stands, garbage bins, paper towel dispensers, and toilet paper holders, complete with branded signage for a cohesive look to enhance the appearance of each campus.

Promoting a Safe, Healthy Campus

With the all-around support of Staples, MDC was able to accomplish one of its biggest pandemic-related projects: placing over 600 sanitizing wipe stands in college classrooms.

“Staples was our main go-to throughout 2020 because I knew I could count on them. They are not only a trusted supplier, but a true partner in every way.”

- Lindsey Rodriguez



“Thanks to Staples, we get cost savings and good quality products that are easy to use, install, and maintain, and our students and staff benefit from clean, healthy, and safe campuses.”

- Lindsey Rodriguez

For more information, visit www.eandi.org/contracts/staples or contact Joe Castelluccio, *Business Development Manager, General Products & Services*, at jcastelluccio@eandi.org.

About E&I

E&I is the only member-owned, non-profit procurement cooperative exclusively focused on serving education. E&I delivers unsurpassed value and an exceptional experience to its members through a broad portfolio of competitively solicited contracts with industry-leading suppliers as well as innovative sourcing solutions. The Cooperative empowers its members to make informed, analytics-driven decisions to capture more spend and optimize their education dollars.

Get Started with Staples