In the world of laboratory products who is the real decision maker on campus? Is it the principal investigator? The core facilities director? Lab manager? EH&S? And what exactly is procurement’s role in the process? How does a supplier know where to focus their time and energy?

Once the product decision is actually made, the next question is, how do you actually BUY it? Is it on contract? Should you go to bid? Was the price already negotiated? Will more time be added through the purchasing process?

The truth is, there are MANY decision makers and influencers that impact the final decision on what and how an item(s) is finally purchased. The entire process can take weeks, months and sometimes years. The excitement of new products and technology can often get lost in an endless cycle of red tape.

AT E&I, WE HAVE A SOLUTION FOR YOU!

E&I takes care of the ENTIRE contracting process – including research, RFP development and contract management, helping you save considerable time and money. This means our contracts expedite the purchasing process and deliver products and services into the hands of researchers at a much faster rate.

Our contracts are benchmarked against other academic contracts to ensure that competitive pricing, terms and conditions are being offered. Customer specific conditions can be included to ensure compliance with EDGAR/Uniform Guidance Regulations. Our contracts team works closely with our supply partners to continually maintain and enhance our contract portfolio.

E&I offers support to end users to educate the community on the features and benefits of our contract portfolio. We have a team of field based Member Relations Executives that work directly with our member institutions, promoting our contracts and our business partners. In addition, our Portfolio Support Executives work directly with our business partners to develop sales and marketing programs that directly support the research community.

E&I Cooperative Services (E&I) is the member-owned, non-profit sourcing cooperative focused on education. To learn more about how we can help you reduce the time, complexity, and total cost of your lab supply purchases, please visit www.eandi.org. You may also contact Laura Perin, Vice President of E&I’s Research & Academic Healthcare Category, at lperin@eandi.org.
We take pride in connecting you with a wide selection of scientific contracts that include innovative products and services to inspire the groundbreaking discoveries of tomorrow. Each of our contracts has been created specifically with direct input from our contract specialists, therefore ensuring purchasing convenience and comprehensive support. Visit our website at [www.eandi.org/scientific](http://www.eandi.org/scientific) for more details on the contracts listed below.

**APPAREL**
- Medline Industries
- Sargent Welch
- VWR International
- Ward’s Science

**ATHLETIC**
- Henry Schein Athletic

**CHEMICALS**
- Sargent Welch
- VWR International
- Ward’s Science

**CHROMATOGRAPHY**
- Sargent Welch
- VWR International
- Ward’s Science
- Water Corporation

**CLINICAL**
- Medline Industries
- Sargent Welch
- VWR International
- Ward’s Science

**DENTAL SUPPLIES & EQUIPMENT**
- Henry Schein Dental

**EQUIPMENT & INSTRUMENTATION**
- Beckman Coulter
- LapRepCo
- Nikon Instruments, Inc.
- NuAire
- PHC Corporation
- Sargent Welch
- Steris The Baker Company
- VWR International
- Ward’s Science
- Waters Corporation

**GASES**
- Airgas

**LAB FURNITURE**
- LapRepCo
- Sargent Welch
- The Baker Company
- VWR International
- Ward’s Science

**MEDICAL SURGICAL**
- Medline Industries
- Steris

**MICROSCOPY**
- Nikon Instruments, Inc.

**PHARMACEUTICALS**
- Medline Industries

**SAFETY**
- Airgas
- Medline Industries
- Sargent Welch
- VWR International
- Ward’s Science

**SERVICES**
- Specialty Underwriters

**TEACHING SUPPLIES**
- Henry Schein Athletics
- VWR International