

WHY PARTNER WITH E&I COOPERATIVE FOR LAB PRODUCTS



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!



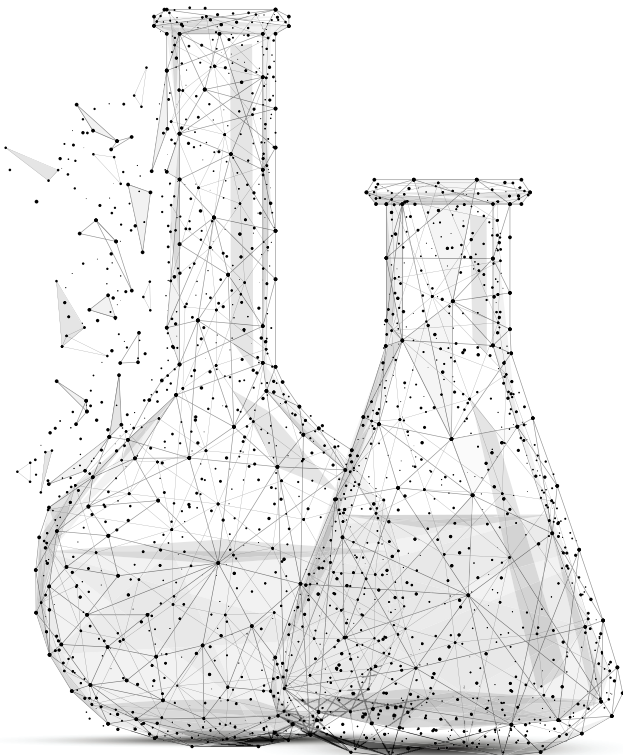
E&I takes care of the entire contracting process, including research, RFP development, and contract management, saving you considerable time and money. This means our contracts expedite the purchasing process and deliver products and services into the hands of researchers at a much faster rate.



Our contracts are benchmarked against other academic contracts to ensure that competitive pricing, terms and conditions are being offered. Member-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 Representatives that work directly with our member institutions, promoting our contracts and our supply partners. In addition, our Business Development Managers work directly with our supply partners to develop sales and marketing programs that directly support the research community.



E&I Cooperative Services is the only member-owned, non-profit purchasing cooperative exclusively focused on education. To learn more about how we can help reduce the time, complexity, and cost of your lab supply purchases, visit www.eandi.org. You can also contact [Michael Costigan](#) or [Lindsay Taylor](#), E&I's *Business Development Managers, Research & Academic Healthcare*.

E&I'S RESEARCH & ACADEMIC HEALTHCARE PORTFOLIO

We take pride in connecting you with a wide selection of scientific contracts that provide innovative products and services to inspire the groundbreaking discoveries of tomorrow. Our contracts have been created specifically with direct input from our contract specialists, ensuring purchasing convenience and comprehensive support. Visit our website at www.eandi.org/scientific for more details on the contracts listed below.



Apparel

Avantor, CNR01459
Medline Industries, CNR01385
Nine Mile Health, CNR01508
Sargent Welch, CNR01459
Ward's Science, CNR01459

Athletic

Medline Industries, CNR01385

Chemicals

Avantor, CNR01459
Sargent Welch, CNR01459
Ward's Science, CNR01459

Chromatography

Avantor, CNR01459
Waters Corporation, EI00054

Clinical

Avantor, CNR01459
Medline Industries, CNR01385
Sargent Welch, CNR01459
Ward's Science, CNR01459

Dental Supplies & Equipment

Henry Schein Dental, EI00075
Patterson Dental, EI00077

Equipment & Instrumentation

Avantor, CNR01459
Beckman Coulter, CNR01330
LabRepCo, CNR01424
NEOGEN, EI00147

Nikon Instruments, Inc., CNR01457
NuAire, CNR01423
PHC Corporation, CNR01422
Sargent Welch, CNR01459
Steris, CNR01419
The Baker Company, CNR01421
Ward's Science, CNR01459
Waters Corporation, EI00054

Gases

Airgas, CNR01362

Lab Furniture

Avantor, CNR01459
LabRep Co, CNR01424
Medline Industries, CNR01385
Sargent Welch, CNR01459
The Baker Company, CNR01421
Ward's Science, CNR01459

Life Science

Avantor, CNR01459
Beckman Coulter, CNR01330
Sargent Welch, CNR01459
Ward's Science, CNR01459
Waters Corporation, EI00054

Medical Surgical

Medline Industries, CNR01385
Nine Mile Health, CNR01508
Steris, CNR01419

Microscopy

Avantor, CNR01459
Nikon Instruments, Inc., CNR01457
Sargent Welch, CNR01459

Ward's Science, CNR01459

Pharmaceuticals

Medline Industries, CNR01385

Safety

Avantor, CNR01459
Airgas, CNR01362
Medline Industries, CNR01385
Nine Mile Health, CNR01508
Sargent Welch, CNR01459
Ward's Science, CNR01459

Services

Kiana Analytics, CNR01509
Meenta, CNR01515
NEOGEN, EI00147
Specialty Underwriters, CNR01337

Teaching Supplies

Avantor, CNR01459
Medline Industries, CNR01385
Ward's Science, CNR01459