



Lower Costs for Higher Ed

450 Wireless Boulevard
Hauppauge, New York 11788

News Release

E&I Contact
Sabra Schell, Vice President of Marketing Inc.
(631) 630-8234

Media Contact
Rick Cieply, Roberts Communications
(585) 246-0262

For Immediate Release: August 16, 2004

FOURTEEN PHILADELPHIA AREA INSTITUTIONS TAKE COLLABORATIVE PURCHASING TO THE NEXT LEVEL WITH E&I

New partnership and regional contract aid each college's cost-cutting efforts.

HAUPPAUGE, N.Y. – Educational & Institutional Cooperative Service, Inc. (E&I) has announced the signing of a regional professional purchasing services agreement between E&I and the Philadelphia Area Collegiate Cooperative (PACC), a Philadelphia-based higher education cooperative buying group, effective July 1, 2004.

According to Ralph Maier, Associate Director, Purchasing Services, University of Pennsylvania, the agreement with E&I will allow PACC member institutions to strategically enhance the productivity of their purchasing departments by reallocating their internal staff resources to other strategic initiatives that will provide additional cost savings and benefits for their institutions.

“The need to do more with less is very real at every higher education institution,” Maier said. “The ability to increase our capacity for new contracts resulting in significantly greater cost savings via our strategic partnership with E&I means more funding for education and research – our core mission.”

Providing commodity consultation and consolidation of the competitive process on a regional level allows E&I to provide an expanded portfolio of products and services while tapping into existing local member/supplier relationships. According to Bill Anderson, Director of Purchasing at Saint Joseph's University and the current Chairman of PACC, “The partnership with E&I allows PACC schools to tap into a diverse portfolio of contracts that otherwise would not be possible given the institutions' time and resource constraints.”

-MORE-

“We’re pleased that PACC recognizes the value that E&I brings to the contracting process,” Thomas Fitzgerald, E&I CEO, said. “We are constantly seeking ways to best meet each member’s needs nationally, regionally and locally.”

Fitzgerald noted that E&I’s primary purpose is to lower costs to member institutions through cooperative purchasing. This latest regional agreement with PACC is one of several initiatives that reflect E&I’s goal of complementing its portfolio of contracts with valuable local, regional and national support.

E&I leverages buying power of more than 1,500 institutions

Celebrating 70 years of service, E&I is the buying cooperative established in 1934 by members of the National Association of Educational Buyers (NAEB) to serve colleges and universities. As the only national group purchasing organization for higher education, E&I uses the combined purchasing power of more than 1,500 member institutions to lower costs on a wide range of products and services.

NAEB is the leading professional association serving the procurement needs of colleges and universities nationwide. Since 1921, NAEB’s mission has been to facilitate the development, exchange and practice of effective and ethical procurement principles and techniques within higher education and associated communities through continuing education and networking.

For additional information on the Philadelphia Area Collegiate Cooperative (PACC), visit <http://www.purchasing.upenn.edu/pacc>.

###