

# SU Educational SU Group helps the nation's leading colleges and universities decrease expenditures by 15-30% and increase operating efficiencies!

For many institutions that's a savings of more than \$250,000 annually in equipment maintenance costs with additional administrative savings of \$100,000.

- **Immediate savings!** No administrative or start-up cost
- Hundreds of maintenance contracts become **one significant cost-saving solution**
- **"One point of contact"** for equipment maintenance management issues
- Thousands of vendor invoices turn into **one quarterly payment**
- Assurance of **vendor integrity and compliance** to organization standards
- **Complete analysis and audit** of equipment maintenance data

**New**

**Ask about our web-based service for office automation equipment**

Call **1-800-558-9910** today for your no obligation analysis

*"Specialty Underwriter's consultative approach to assessing our organization's equipment maintenance exposure and needs through its office automation and laboratory areas, is a sound one. We can attest firsthand to the documented hard dollar cost savings and administrative efficiencies Penn has realized as a result of our partnership with Specialty Underwriters."*

~ **Ralph Maier**  
Director, Purchasing Services  
University of Pennsylvania

*"Savings through this program have resulted in lower equipment maintenance costs to SLU and in lower administrative cost in managing equipment maintenance through a single contract and in the processing of premium payments on a quarterly basis."*

~ **Ed Gautier**  
Director, Purchasing & Property Control  
Southeastern Louisiana University

*"SU's program has been used throughout the University in all departments and covers a wide variety of equipment types, including laboratory, office automation and medical equipment. If you are seeking improved efficiencies within your organization, I would recommend Specialty Underwriters."*

~ **James M Boleman, Jr.**  
Director of Purchasing  
Clemson University