E&I Cooperative Services

ICCCFO Conference

Solving Your Supplier Diversity Needs Through Strategic Sourcing

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Demystifying Illinois Procurement Laws
Illinois Business Enterprise Program (BEP)

- BEP Program Promotes the Economic Development of Businesses Owned By:
  - Minorities, Females and Persons with Disabilities
  - Designed to Encourage State Agencies to Purchase Goods and Services from Businesses Owned and Controlled by Members of These Groups
  - In Accordance with the Business Enterprise for Minorities, Females and Persons with Disabilities Act
  - BEP Establishes the MAFBE Procurement Goals
Community Colleges Strive to Achieve MAFBE Aspirational Goals Established by the BEP, which are Established Under Strict Guidelines

- Can Only Report Expenditures from Businesses which have been Certified by the BEP
- The Business must be 51% Owned by One or More Minority Persons
- Management and Daily Business Operations must be Controlled by Minority Individuals
- BEP Conducts Investigations into the Legitimacy of all Applications
MAFBE Certifications

- The Only Agencies Authorized to Qualify or Certify MAFBE Businesses Are:
  - BEP of the Department of CMS
  - Illinois Department of Transportation
  - Women’s Business Development Center
  - Chicago Minority Business Development Center
Several E&I Business Partners are Minority Owned:

- **Claridge**: Visual Display Products
- **Complete Book & Media**: Books, Publications and Media
- **Neta Scientific**: Scientific Supplies
- **School Health**: Health Supplies
- **SHI**: Software Solutions Provider
- **Technology Integration Group**: Computer Systems and Peripherals
Several E&I Business Partners Offer Tier 1 Minority Programs:

- **Airgas**: Industrial and Laboratory Gases
- **Grainger**: Maintenance and Repair Supplies
- **Hewlett Packard**: Computers and Networking
- **Staples**: Office Products
- **Steelcase**: Furniture
- **Xerox**: Digital Imaging Services
109 Product & Service Contracts – 97% Competitively Bid

- Members Purchased Nearly $2.6 Billion via E&I Contracts in 2015
- Membership Continues to Grow – Over 3,900 Strong!
- 99%+ Member Satisfaction with 75% of Members Extremely or Very Satisfied

Contracts in Key Categories Include:

- Facilities
- Furniture/Furnishings
- Scientific
- General Products
- Services
- Technology
- Culinary (Coming Soon)
E&I Contracts with Rebates or Financial Incentives

Airgas
American Express
AmeriNet Food Program
Complete Book & Media
Enterprise Car Rental
FedEx
Grainger
Henry Schein Dental
Hightower Group
HireRight
Specialty Underwriters
Staples
WESCO

$24.9 Million in 2015!
E&I Cooperative Saves Colleges Money and Time

- Providing Financial Benefits and Return-On-Investment (ROI) to Our Community Colleges
  - E&I Members Received Nearly $25 Million in Member Rebates and/or Financial Growth Incentives for 2015
  - Members Will Receive $3.5 Million in Patronage Earned from 2015 Purchases
  - Membership in E&I is Free and There Are No Minimum Spend Levels You Must Maintain
  - Think of Me as an Extension of Your Procurement Department
Contact Information

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