

E&I Cooperative Services

ICCCFO Conference

Solving Your Supplier Diversity Needs
Through Strategic Sourcing

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Sourcing. Strategy. Savings.

Demystifying Illinois Procurement Laws



Sourcing. Strategy. Savings.

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

Minority and Female Business Enterprises (MAFBE)

- 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

E&I MBE/WBE Business Partners

- 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

E&I MBE/WBE Business Partners

- 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

E&I Cooperative Services – Working for You!

- 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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