



Save Significantly on Facilities Maintenance Products & Services with E&I's Competitively Awarded Grainger Contract

Take advantage of significant savings on a variety of products available in the Grainger catalog including cleaning and maintenance supplies, electrical products, hand tools, plumbing supplies, power tools, lighting, pumps, motors and much more.

Contract Overview: This agreement provides E&I Members with access to all of Grainger's products, programs and solutions, all of which can be viewed online at www.grainger.com/eandi.

Pricing: E&I Members will receive Net pricing on the Core Market Basket of 1000 items, Lamp Program (GE Lighting) and Ballast Program (including Advance). The agreement also features discount programs on specific janitorial products, air filter products, motors and power transmission items, as well as hand and power tools and accessories. Visit www.eandi.org, go to the Grainger contract listing, and select "Discount How to Order" for complete pricing information.

Standard Member Program: All E&I Members qualify for the Standard Member Program, which leverages nationally aggregated purchasing volumes of the E&I Cooperative. This Program offers E&I Members access to all of the benefits of this contract. To access this program, E&I members need to complete the Standard Program Affiliation Application at: <https://www.eandi.org/vendorapps/granger/application.aspx>.

Consolidated Member Program: Members that wish to consolidate their purchases with Grainger may elect to participate in the Grainger Consolidated Member Program. This program provides all of the benefits included in the Standard Member Program, as well as additional enhancements that are targeted to drive additional costs savings back to E&I Member institutions.

Distributor Alliance Program: Grainger has developed a Distributor Alliance Program focused on assisting E&I Members with achievement of statutory and socio-economic goals. Grainger will work with Members to establish a relationship with a designated small, diverse or disadvantaged or women owned business.

Reference the E&I - Grainger Contract Programs content within for detailed information. To view contract details, log onto <https://www.eandi.org>.



Standard Member Program

Contract Program Overview: The Standard Member Program leverages nationally aggregated purchasing volumes of the E&I Cooperative, and this program is available to all E&I Members.

Under this competitively awarded contract, E&I Members have access to all the benefits of this agreement including access to all Grainger General Catalog Products, competitive discounts, targeted pricing programs, Grainger Distributor Alliance and Supplier Diversity Programs, Products Beyond the Catalog, and Grainger's Prepaid Freight Program.

Contract Number: CNR01248

Contract Term: Ten Year Contract Term Effective Dates: 2/1/2010-1/31/2020
Initial Term: Five Years 2/1/2010-1/31/2015
Renewal Option(s): One Five Year Renewal Option 2/1/2015-1/31/2020

Eligibility: Available to all E&I Members
Require Initial Sign-Up via online Contract Participation Form:
<https://www.eandi.org/vendorapps/grainger/application.aspx>
Enrollment of all Member Grainger accounts on E&I Contract is in effect for term and renewal of the agreement. Provides access to all Grainger products, programs and solutions.

E&I Cooperative Core Commodity Market Basket Program: 1000 Items

Top 100 Items by category purchased by E&I Members and Higher Education				
Electrical (Excluding Lamps & Ballasts)	Janitorial	Safety & Security	Plumbing	HVAC/R
Tools (Hand & Power)	Fasteners	Power Transmission & Motors	Lighting (Top Lamps & Ballasts)	Other

* Refer to Prices in Standard Member Net Price Column, Schedule 1

GE Lamps: Lamp Program consists of net pricing on most commonly used lamps.
*Refer to Prices in Standard Member Net Price Column, Schedule 2

Advance Ballast: Ballast Program consists of net pricing on most commonly used ballasts.
*Refer to Prices in Standard Member Net Price Column, Schedule 3

Scientific Safety and Supply Products: An E&I Member "Hot List" representing the top 100 Lab Supplies and the top 100 Safety Supplies sold to Higher Education in addition to special contract pricing

Member "Hot List" Program: 500 Items to Meet Members' Unique and Individual MRO Needs

- Items identified and agreed upon by Grainger/E&I Member & reviewed annually
- Member has the ability to customize a Hot List of up to 500 new items to be purchased from Grainger

Category Discounts: Assists E&I Members with competitive pricing for unplanned and infrequently purchased MRO products. Category Discounts are available for Air Filters, Cleaning Supplies, Motors, and Tools.

Overall Catalog Discount: Offers E&I Members a guaranteed minimum of 10% off Grainger each price

Freight: Pre-Paid, FOB Destination

Value Added Services: Beyond the Catalog, 4 Inventory Solutions Programs, Consulting Services, e-Commerce*, Environmental Responsibility Programs, & Grainger Parts

*Grainger's E&I MRO Contract is enabled on the E&I Marketplace/ESM platform and SciQuest

Member Incremental Growth Incentive: Option available to Consolidated Members only.

Consolidated Member Program

Contract Program Overview: The Consolidated Member Program provides all the benefits of the Standard Member Program, as well as a number of additional program enhancements under a competitively awarded contract.

This program is designed for and made available to those E&I Members that would like to consolidate their planned and unplanned MRO purchases and grow with Grainger. By doing so, E&I Members will receive additional benefits that are targeted to reward and drive additional cost savings back to E&I Member institutions.

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Eligibility: All Standard Members can qualify for the Consolidated Member Program

Requirements to Participate:

- Have existing \$250K or greater purchase volume annually by E&I Member ID or Consolidate purchases with Grainger to grow annually at a rate of 10% or greater. E&I Members will need to maintain sales/growth requirements annually to participate
- E&I Members complete Consolidated Participation Addendum. Affiliation valid for initial term of agreement as long as consolidated goals are maintained annually (*Reviewed annually on contract anniversary date-February 1*)
- E&I Members will need to maintain sales/growth requirements annually to participate
 - May result in movement to Standard Member Program
 - Reporting will be made available quarterly to Members to review eligibility & performance.

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* Refer to Prices in Standard Member Net Price Column, Schedule 1

GE Lamps: Lamp Program consists of net pricing on most commonly used lamps.
*Refer to Prices in Consolidated Member Net Price Column, Schedule 2

Advance Ballast: Ballast Program consists of net pricing on most commonly used ballasts.
*Refer to Prices in Consolidated Member Net Price Column, Schedule 3

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Cleaning Supplies Discount Program: Discount of eighteen percent (18%) off specific cleaning products. Additionally, as part of a Sustainability Solutions Program and available under the Consolidated Member

Member "Hot List" Program: 1000 Items to Meet Members' Unique and Individual MRO Needs

- Members will strive to purchase these items from Grainger
- Member has the ability to customize a Hot List of up to 1000 new items to be purchased from Grainger

Category Discounts: Assists E&I Members with competitive pricing for unplanned and infrequently purchased MRO products. Category Discounts are available for Air Filters, Cleaning Supplies, Motors, and Tools.

Overall Catalog Discount: Offers E&I Members a guaranteed minimum of 10% off Grainger each price

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Member Incremental Growth Incentive: E&I members are eligible to receive an Incremental Growth Incentive. Contact your Grainger or E&I representative for program details.



Lower Costs for Higher Ed

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