



866.229.6205



Leveraging Over \$850 Million in Collective Indirect Spend

"A penny Saved is a penny earned" -Benjamin Franklin



Lower Your Costs on Business Expenses with Centerpoint Group Our mission is to function as a trusted advisor and create superior value for our clients.

THE KEY BENEFITS

REALIZE SAVINGS

Immediate Cost Reduction

Implement in less than thirty days

SAVE INTERNAL RESOURCES

With our GPO, your resources will be freed up and can be directed to other pressing needs

REPORTING & VISIBILITY

CenterPoint's GPO also provides our clients with detailed reporting to lend transparency to the purchasing process

"BEST IN CLASS" CUSTOMER SERVICE

Senior Representatives and Senior Account Managers provide quality experience and support to our clients

ONGOING OVERSIGHT

We analyze spending patterns & buying behavior and identify saving opportunities through substitutions of particular items

Introduction

CenterPoint is a leading Group Purchasing Organization (GPO) that provides best-in-class procurement programs for corporations and businesses of all sizes. Our continued growth is a direct result of our entrepreneurial spirit, continuous improvement and relentless dedication to our client base.



JOSEPH SOM President and CEO

A message from our CEO

Thank you for your interest in CenterPoint Group. I am confident regardless of what type of business you operate, we have a program that can save you time, money and resources. Please take advantage of our complimentary savings analysis to identify where those savings exist within your organization. We look forward to earning your business.

At your service, Joseph Som



THE CENTERPOINT THREE STEP PROCESS



DATA GATHERING

- Select Categories for Analysis
- Send CenterPoint a list of products you currently purchase
- · Client Time: **Minimal**

SAVINGS ANALYSIS

- Receive side by side price comparison
- Schedule meeting with key stakeholders
- Analyze Results
- · Client time: **Minimal**



IMPLEMENTATION

- Streamlined Process-Approximately 30 days
- Training Included
- Client Time: Less than 30 days





VIP ACCESS TO WORLD CLASS SUPPLIERS











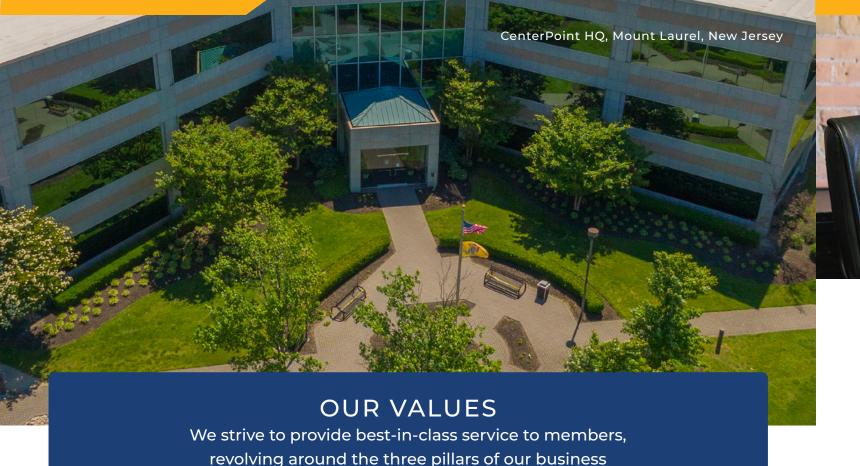








and many more...



VALUE

We create value for our members. Our system is proven to reduce costs immediately, with more than a 15%+ savings rate on most engagements.

LEADERSHIP

We strive to be the leader and innovator in the strategic sourcing community. With over 15 years of market data and experience, we deliver savings to our members and continuously strive to out-perform our goals.

INTEGRITY

Our uncompromising commitment to our members resulted in CenterPoint's four-stage method, which ensures clients get the best value for their money and save time in the process.

CENTERPOINT THROUGH THE YEARS

2006 PRESENT



CenterPoint is recognized as a Fortune 500 Advisor CenterPoint expands into the Global 2000 CenterPoint is awarded 2016 and 2017 supplier of the year CenterPoint is a recognized proven solution for multiple categories and \$850 million in leverage spend CenterPoint is recognized as a top performing GPO

Serving as a Trusted Procurement Advisor for Over 15 Years





"CenterPoint group [is] extremely instrumental with regard to the facilitation of a very complex and dynamic indirect spend... their number crunching, spend analysis and reporting capabilities are invaluable services."

KRISTINE GAGNE

Senior Buyer Charles River Laboratories



"We have utilized CenterPoint to help us [with] our Office Supplies... improve our overall contract, find additional savings for this commodity, and build on our existing good relationships."

JANICE SMITH

Category Leader, Strategic Sourcing Dow Chemical



"Simply put, it was the best decision we made. CenterPoint and its team of experts... helped us streamline our purchasing also reduce our overall [office supply] spend by over 25%."

NICK DEROSE

Chief Business Officer Legacy Treatment Services



"We receive diverse product offerings, next level customer service, innovative solutions and a rewarding partnership. CenterPoint's buying power for large ticket items like paper and toner has helped us reduce significant costs in this area."

RON BALDWIN

Dir. Of Supplier Management & Diversity AmeriHealth Caritas





Our Categories

CenterPoint is committed to delivering extensive category expertise to our members. We focus on a specific set of categories to provide the best procurement solutions for you.

Savings % **Key Considerations** Category Lowest prices on paper, toner, 23% and facilities. Our contract covers AVERAGE SAVINGS all office supply items. Best in class supplier* **OFFICE SUPPLIES** Best in class pricing on manufacturing 20% and industrial supplies, covering nuts AVERAGE SAVINGS and bolts to PPE. Best in class supplier* MRO Optimized base and city rates with 16% minimal assessorial charges. We will match or exceed your current AVERAGE SAVINGS rewards programs. Best in class supplier* **CAR RENTAL** Personalized and exclusive services 18% on air travel, hotels, TMC contracts, AVERAGE SAVINGS and travel policy. Best in class supplier* **CORPORATE TRAVEL** MANAGEMENT **28**% Deep discounts on AT&T and Verizon wireless and tablet services. AVERAGE Best in class supplier' **WIRELESS TELECOM**

Group Purchasing 101

A group purchasing organization – also called a co-op, consortium, purchasing group, collective, coalition, or leveraged procurement group – exists to leverage the combined purchasing power of its members to get maximum discounts from suppliers, for all its members.

MEMBER BENEFITS OF OUR GPO

RISK FREE

- · No Fee to Join
- · Complimentary Analysis
- · No Purchase Minimums

FIVE STAR SUPPLIERS

- · Award-Winning Customer Service
- Typically #1 or #2 ranking in that space
- · Awarded after intense qualification & RFP
- · Enhanced account management

CONTINUOUS CATEGORY MANAGEMENT

- · Reporting and Visibility
- · Ongoing Program Customization
- · Continuous Price Auditing

WHITE GLOVE SERVICE

- · Priority Service and Suppliers
- · Subject Matter Experts
- · Dedicated Account Management

CONVENIENCE

- · Free Delivery Nationwide
- · Reduced or Eliminated Assessorial Charges
- Award Winning Service/Customer Care
- · One National supplier

OPTIMAL PRICING

- Multi-Year Protection with Indexed Pricing and Caps
- · Sustainable Savings
- · Best in Class Pricing

SUPPLIER CONSOLIDATION

- Multiple Suppliers Consolidated into One Account
- · Save Time on Supplier Management

ENHANCED TERMS AND CONDITIONS

- Reduced/Eliminated Fees and Accessorial Charges
- Free Shipping on Most Purchases
- · Buyer Protections Built In



Steep price reduction on print

and product refresh.

management, laptops, and desktops, as well as a full suite of IT services, including imaging, data service,

Best in class supplier'

Actual Member Results

MEMBER SAVINGS ADD UP QUICKLY AND ARE SUSTAINABLE



OFFICE

SUPPLIES Paper, Toner, Breakroom Cleaning

Office DEPOT

Manufacturing

REVENUE \$3.4 Billion

EMPLOYEE COUNT 8,000

MONTHLY \$ BEFORE CENTERPOINT \$84,000

MONTHLY \$ AFTER CENTERPOINT \$62,000

TOTAL MONTHLY SAVINGS \$22,000

TOTAL ANNUAL SAVINGS \$264,000



TOTAL 3-YEAR SAVINGS \$792,000



MRO SUPPLIES

Maintenance, Repair, and Operations Products



INDUSTRY Manufacturing

REVENUE \$2 Billion

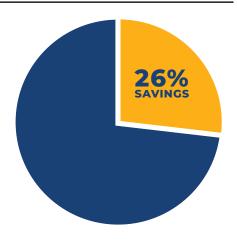
EMPLOYEE COUNT 5.000

MONTHLY \$ BEFORE CENTERPOINT \$500,000

MONTHLY S AFTER CENTERPOINT \$370,000

TOTAL MONTHLY SAVINGS \$130,000

TOTAL ANNUAL SAVINGS \$1,560,000



TOTAL 3-YEAR SAVINGS \$4,680,000



RENTAL Base Rate & Surcharge Savings



INDUSTRY **Financial**

REVENUE \$20 Billion

EMPLOYEE COUNT 17.000

MONTHLY \$ BEFORE CENTERPOINT \$40,000

MONTHLY \$ AFTER CENTERPOINT \$33,000

TOTAL MONTHLY SAVINGS \$7,000

TOTAL ANNUAL SAVINGS

\$84,000





WIRELESS

TELECOM No Carrier Charge, Keep Current Devices



INDUSTRY Oil & Gas

REVENUE \$360 Billion

EMPLOYEE COUNT 500

MONTHLY S BEFORE CENTERPOINT \$27,000

MONTHLY \$ AFTER CENTERPOINT \$22,000

TOTAL MONTHLY SAVINGS \$5,000

TOTAL ANNUAL SAVINGS

\$60,000



TOTAL 3-YEAR SAVINGS \$180,000



CORPORATE TRAVEL

Airfare, Hotel Cost Reduction



INDUSTRY Conglomerate

REVENUE \$1.5 Billion

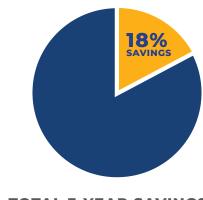
EMPLOYEE COUNT 3,200

MONTHLY \$ BEFORE CENTERPOINT \$660,000

MONTHLY \$ AFTER CENTERPOINT \$546,000

TOTAL MONTHLY SAVINGS \$114,000

TOTAL ANNUAL SAVINGS \$1,368,000



TOTAL 3-YEAR SAVINGS \$4,104,000





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in linkedin.com/company/centerpoint-group