



**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

1 DATA GATHERING

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

2 SAVINGS ANALYSIS

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

3 IMPLEMENTATION

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



VIP ACCESS TO WORLD CLASS SUPPLIERS



and many more...



CenterPoint HQ, Mount Laurel, New Jersey



OUR VALUES

We strive to provide best-in-class service to members, revolving around the three pillars of our business

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

CenterPoint is founded

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

PRESENT

CenterPoint is recognized as a top performing GPO

Serving as a Trusted Procurement Advisor for Over 15 Years

WHAT OUR CLIENTS ARE SAYING



"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.

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.

Category	Key Considerations	Savings %
 <p>OFFICE SUPPLIES</p>	Lowest prices on paper, toner, and facilities. Our contract covers all office supply items.	 <p>Best in class supplier*</p> <p>23% AVERAGE SAVINGS</p>
 <p>MRO</p>	Best in class pricing on manufacturing and industrial supplies, covering nuts and bolts to PPE.	 <p>Best in class supplier*</p> <p>20% AVERAGE SAVINGS</p>
 <p>CAR RENTAL</p>	Optimized base and city rates with minimal assessorial charges. We will match or exceed your current rewards programs.	 <p>Best in class supplier*</p> <p>16% AVERAGE SAVINGS</p>
 <p>CORPORATE TRAVEL MANAGEMENT</p>	Personalized and exclusive services on air travel, hotels, TMC contracts, and travel policy.	 <p>Best in class supplier*</p> <p>18% AVERAGE SAVINGS</p>
 <p>WIRELESS TELECOM</p>	Deep discounts on AT&T and Verizon wireless and tablet services.	 <p>Best in class supplier*</p> <p>28% AVERAGE SAVINGS</p>
 <p>IT AND HARDWARE</p>	Steep price reduction on print management, laptops, and desktops, as well as a full suite of IT services, including imaging, data service, and product refresh.	 <p>Best in class supplier*</p> <p>12% AVERAGE SAVINGS</p>

MEMBER BENEFITS OF OUR GPO

RISK FREE

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

CONVENIENCE

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

FIVE STAR SUPPLIERS

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

OPTIMAL PRICING

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

CONTINUOUS CATEGORY MANAGEMENT

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

SUPPLIER CONSOLIDATION

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

WHITE GLOVE SERVICE

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

ENHANCED TERMS AND CONDITIONS

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

Actual Member Results

MEMBER SAVINGS ADD UP QUICKLY AND ARE SUSTAINABLE

OFFICE SUPPLIES Paper, Toner, Breakroom Cleaning



INDUSTRY
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 \$ AFTER CENTERPOINT
\$370,000

TOTAL MONTHLY SAVINGS
\$130,000

TOTAL ANNUAL SAVINGS
\$1,560,000



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

CAR 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



TOTAL 3-YEAR SAVINGS
\$252,000

WIRELESS TELECOM No Carrier Charge, Keep Current Devices



INDUSTRY
Oil & Gas

REVENUE
\$360 Billion

EMPLOYEE COUNT
500

MONTHLY \$ 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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