



# Interior and Exterior Signage



Effective March 1, 2020 through February 28, 2023

## Products and Services Available

This category includes interior and exterior signage that support building and/or brand recognition, spatial orientation and cognitive mapping. Signage may support informational, directional, identifying and regulatory messaging.

## How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 2/90, Berry and Homer, Cooper, Foxmark, LOC8 and Touchsource.
- A PMDF/PA is required **at all tiers** with Inpro.
- A member agreement may be required with all suppliers to determine scope of service.

## Aggregation Opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

## Class of Trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.



## Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- [Financial analysis](#) reveals:
  - 2/90's new agreement pricing has an overall 3 percent increase compared to its expiring agreement pricing.
  - LOC8's new agreement pricing is flat compared to its expiring agreement pricing.
- 2/90 offers a site assessment allowance, additional discount if purchasing three subcategories and one-year complimentary SmartCare+ service as [value-adds](#).
- Cooper offers an extended warranty as a [value-add](#).
- Touchsource offers a digital assessment, 90-day professional services and extended warranty as [value-adds](#).
- 2/90 has a \$100,000 large order threshold.
- Berry & Homer has a \$180 minimum order requirement.
- Inpro has a \$100 or four signs (whichever is of greater value) minimum order requirement.
- Cooper, Foxmark, Inpro, LOC8 and Touchsource offer early payment discounts.
- Available through distribution: 2/90
- Available direct: 2/90, Berry & Homer, Cooper, Fomark, Inpro, LOC8, Touchsource

## Supplier Contact Information

- [System 2/90 Inc. dba 2/90 Sign Systems](#): Kathy Antor, 616.656.4323, [kathyantor@290signs.com](mailto:kathyantor@290signs.com)
- [Roe Marketing Group dba Berry & Homer](#): Steven Saltzman, 917.623.8667, [steven@berryandhomer.com](mailto:steven@berryandhomer.com)
- [Cooper Signage & Graphics Inc.](#): Theresa Smith, 770.736.1522, [tsmith@signsystems.com](mailto:tsmith@signsystems.com)
- [Foxmark Corporation](#): Garth Holmes, 832.277.2281, [garth@teamfoxmark.com](mailto:garth@teamfoxmark.com)
- [Inpro Corporation](#): Allison Lange, 800.222.5556 extension 5102, [alange@inprocorp.com](mailto:alange@inprocorp.com)
- [LOC8 Solutions LLC](#): Caroline Massey, 404.966.2078, [caroline.massey@loc8.solutions](mailto:caroline.massey@loc8.solutions)
- [Touchsource LLC](#): Anthony Febbraro, 484.941.9941, [anthonyf@touchsource.com](mailto:anthonyf@touchsource.com)

**Note:** Supplier contact information is current as of December 1, 2019. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-FA-786	PP-FA-575
	PP-FA-787	New
	PP-FA-788	New
	PP-FA-785	New
	PP-FA-789	New
	PP-FA-790	PP-FA-762
	PP-FA-791	New

2/90, Inpro and Touchsource are small business enterprises (SBE).

Current agreements with Mandeville Sign (PP-FA-577) and MDM Commercial (PP-FA-578) expire February 29, 2020.

**ASCEND®:** There is no ASCEND award in this category.



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## Related Category

- [Electrical and Plumbing Building Materials](#): Electrical and plumbing products and services used to assist in new, retrofit and renovation projects

## Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

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