



# Service Awards and Promotional Products



Effective September 1, 2019 through August 31, 2022

## Products and Services Available

This category provides facilities various options for rewarding staff such as promotional items, service and recognition awards, incentive point programs and consulting services.

## How to Operationalize These Agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

## 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:
  - American Solutions' new agreement pricing offers up to a 17 percent savings from end quantity pricing (EQP) compared to its expiring agreement.
  - Positive Promotions' new agreement pricing offers up to a 6 percent savings from EQP compared to its expiring agreement.
  - Staples' new agreement pricing offers up to a 19 percent blended average margin compared to its expiring agreement.
  - Taylor's new agreement pricing offers up to a 21 percent savings from EQP compared to its expiring agreement.
  - The low-cost supplier varies by pricing scenario.
- American Solutions, Positive Promotions and Staples offer early payment discounts.
- American Solutions offers a 2 percent conversion rebate, ongoing cost savings analysis, added graphic time for ACES website design and a free search engine as value-adds.
- Staples offers a 3 percent conversion rebate as a value-add.
- Taylor offers discounts on product ideation, electronic proofs, pre-order and post-production samples, e-commerce Web portal and art development as value-adds.
- Available direct: American Solutions, Positive Promotions, Staples, Taylor

## Supplier Contact Information

- [American Business Forms Inc. dba American Solutions for Business](#): Stan Klarenbeek, 515.371.0658, [sklarenbeek@americanbus.com](mailto:sklarenbeek@americanbus.com)
- [Positive Promotions Inc.](#): Roy Ryniker, 877.258.1225, [ryniker@positivepromotions.com](mailto:ryniker@positivepromotions.com)
- [Staples Promotional Products, a division of Staples Contract & Commercial LLC](#): Kevin Roselli, 773.525.7085, [kevin.roselli@staples.com](mailto:kevin.roselli@staples.com)
- [Taylor Communications dba Taylor Healthcare](#): Patrick Kennedy, 937.221.1516, [pat.kennedy@taylorcommunications.com](mailto:pat.kennedy@taylorcommunications.com)

**Note:** Supplier contact information is current as of March 11, 2021. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

## 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.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-MM-738	PP-MM-425
	PP-MM-739	PP-MM-423
	PP-MM-740	PP-MM-427
	PP-MM-734	PP-MM-424

Current agreements with Office Depot (PP-MM-426) and Proforma Promographix (PP-MM-422) expire August 31, 2019.

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