



Service Awards and Promotional Products



Effective September 1, 2022 through August 31, 2025

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 (GPOs) and established networks of facilities with all suppliers.

Class of Trade

Agreements with all suppliers are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Discounts are firm for the term of the agreement with all suppliers.
 - Office Depot pricing is firm for 90 days. Office Depot can increase pricing only once in a 90-day period.
 - Taylor's pricing is firm for 12 months. Taylor can increase pricing no more than twice annually with a 5% annual aggregate cap.
- Financial analysis reveals:
 - American Solutions' new agreement pricing is flat compared to its expiring agreement.
 - Positive Promotions' new agreement pricing has up to a 3% decrease in discounts compared to its expiring agreement.
 - Staples' new agreement pricing has up to a 3% decrease in average margin compared to its expiring agreement.
 - Taylor's new agreement pricing is flat compared to its expiring agreement.
- All suppliers offer key performance indicators (KPIs); see Exhibit J for details.
- American Solutions offers an additional hour of graphic time as a value-add; see Exhibit I for details.
- Positive Promotions offers free creative services, free spec samples, and discounted online store design and build as value-adds; see Exhibit I for details.
- Staples offers a 3% conversion rebate as a value-add; see Exhibit I for details.
- Taylor offers discounts on set up, embroidery, decorating services, pre-order samples, custom website development, and creative services as value-adds; see Exhibit I for details.
- American Solutions, Office Depot, Positive Promotions and Staples offer an early payment discount.
- Positive Promotions has a minimum order requirement of \$500.
- Available direct: American Solutions, Office Depot, Positive Promotions, Staples, Taylor

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-SV-358	PP-MM-738
	PP-SV-361	New
	PP-SV-359	PP-MM-739
	PP-SV-360	PP-MM-740
	PP-SV-357	PP-MM-764

Positive Promotions is a small business enterprise (SBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



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Supplier Contact Information

- American Business Forms Inc. dba American Solutions for Business: Stan Klarenbeek, 877.298.2241, sklarenbeek@americanbus.com
- ODP Business Solutions LLC (Office Depot): Brian Abromovage, 561.438.2246, brain.abromovage@officedepot.com
- Positive Promotions Inc.: Michael Taxel, 877.258.1225, miketaxel@positivepromotions.com
- Staples Contract & Commercial LLC: James Cosgrove, 978.884.9313, james.cosgrove@staples.com
- Taylor Healthcare Inc.: Patrick Kennedy, 937.221.1516, pat.kennedy@taylor.com

Note: Supplier contact information is current as of June 1, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- 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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