

creating essential value



Essensa membership is absolutely **free**.

To sign up, contact **Greg Warner** at **(866) 430-5330** or email at **warner@essensa.org**.

Visit us online at **www.essensa.org**

Essensa is affiliated with **PREMIER**

## About Essensa

Essensa is a Group Purchasing Organization (GPO) that serves the City of New York's Community Based Organizations. Members have access to a broad portfolio of over 1,700 contracts, with discounts on products and services that cover all aspects of their business needs.

Essensa leverages a total purchasing volume of \$36 billion to negotiate aggressive contract pricing as an affiliate of Premier, one of the nation's largest acute care GPOs.

We offer analysis to ensure optimized use of contracts, consulting to help streamline your supply chain, and opportunities for overall improved operating efficiencies. Essensa currently serves over 5,000 healthcare and nonhealthcare members across the United States.

## Portfolio Categories Include:

- Administration, Financial & Management Services
- Delivery, Shipping & Freight Management
- Facility Management & Maintenance
- Foodservice Products & Supplies
- Imaging
- Information Technology
- Linens & Uniforms
- Nursing
- Nutrition Products
- Office Supplies, Furniture & Technology

## Why Essensa?

- Access to on-staff industry experts, including:
  - Purchasing and Supply Chain professionals
  - Full-time auditing team to ensure correct contract pricing
- Access to Premier's Supply Chain Advisor<sup>®</sup> (online electronic catalog of savings)
- Personalized customer service
  - Client Service Associates at Essensa headquarters
  - Regional Managers in the field
- State-of-the-art technology and customized reporting capabilities
- Updates on contract changes
- Industry News & Customized Publications



# PRODUCTS & SERVICES PORTFOLIO

Subcategory	Contract Name	Vendor
<b>ADMINISTRATIVE , FINANCIAL &amp; MANAGEMENT SERVICES</b>		
<b>FINANCE</b>	Credit Card Services	Newtek / Summit Processing
	Credit Card Services	Premier Merchant Processing
	Electronic Asset Recycling Services	WeRecycle!
	Equipment Liquidation	Great American Group
	Equipment Liquidation	Star Asset Recovery
	Payroll Services	Newtek / Summit Processing
	Payroll Services	Premier Merchant Processing
	Purchasing Cards and Electronic Payables	PNC Bank
<b>HUMAN RESOURCES</b>	Background Check Services	ATS
	Background Check Services	MBI Worldwide
	Background Check Services	Pre-Employ.com
	Background Check Services	Private Eyes
	Car Rental Services	Budget Rent A Car System
	Car Rental Services	Hertz
	Electronic Reference Checks	Checkster
	Electronic Reference Checks	SkillSurvey
	Moving Services	Armstrong Relocation
	Moving Services	Boyer Rosene Moving & Storage
	Moving Services	Ewing Moving Service
	Moving Services	Excel Moving Services
	Moving Services	Graebel Companies
	Moving Services	Wheaton Van Lines
	On-Line Training Courses	LearnSomething
	Satisfaction Engagement Survey	HR Solutions
	Satisfaction Engagement Survey	Kenexa Technology
	Satisfaction Engagement Survey	Morehead Associates
	Translation and Interpretation Services	CyraCom
	Translation and Interpretation Services	Propio Language Services
<b>MARKETING</b>	Advertising Services	Expect Advertising
	Advertising Services	Integrity
	Yellow Pages Advertising	BVK Direct
<b>PROMOTIONAL PRODUCTS</b>	Service Awards and Related Products	Blue 2
	Service Awards and Related Products	Marks of Distinction
	Service Awards and Related Products	Proforma Promographix

# PRODUCTS & SERVICES PORTFOLIO

Subcategory	Contract Name	Vendor
<b>ADMINISTRATIVE , FINANCIAL &amp; MANAGEMENT SERVICES (CONTINUED)</b>		
<b>DELIVERY</b>	Contracted Courier Services	Dynamex
	Contracted Courier Services	Guardian Medical Logistics
	Contracted Courier Services	Medical Logistic Solutions
<b>FREIGHT</b>	Third Party Freight Management	Cardinal
	Third Party Freight Management	FDSI Logistics
	Third Party Freight Management	Triose
<b>INBOUND/OUTBOUND</b>	Inbound and Outbound Freight	FedEx
<b>FACILITY MANAGEMENT &amp; MAINTENANCE</b>		
<b>AIR FILTRATION</b>	Air Filtration Products	AAF International
	Air Filtration Products	Koch Filter
<b>BATHING</b>	Bathing Systems	Penner Patient Care
	Bathing Systems	THE Medical
	Bathing Systems	TR Group
<b>ELEVATOR, ESCALATOR &amp; RELATED PRODUCTS</b>	Vertical Transport	Otis Elevator
	Vertical Transport	ThyssenKrupp Elevator
<b>ENERGY EFFICIENCY</b>	Energy Efficiency Services	Encelium Technologies
	Energy Efficiency Services	Energy Automation Systems
	Energy Efficiency Services	Tolin Mechanical
<b>FACILITY MANAGEMENT</b>	Parking Management	Curbside
	Parking Management	Park
	Parking Management	VIP Parking Solutions
	Pest Elimination Services	Orkin
<b>FLOORING PRODUCTS &amp; SERVICES</b>	Floor Care Equipment and Services	Betco
	Floor Care Equipment and Services	Karcher NA
	Floor Care Equipment and Services	Tennant Company
	Flooring Carpet	Masland Commercial
	Flooring Carpet	Pawling
<b>HOUSEKEEPING</b>	Flooring Carpet	Tandus Group
	Housekeeping Products	3M
	Housekeeping Products	American Hotel Register
	Housekeeping Products	Diversey
	Housekeeping Products	Procter & Gamble
	Laundry Products and Services	American Hotel Register
	Laundry Products and Services	Diversey
	Laundry Products and Services	Gurtler Industries
	Laundry Products and Services	Klipper Group
	Laundry Products and Services	Midlab
	Laundry Products and Services	Procter & Gamble
	Laundry Products and Services	Rex Chemical
<b>HVAC</b>	Laundry Products and Services	Spartan Chemical
	Laundry Products and Services	Washing Systems
<b>HVAC</b>	HVAC Equipment, Controls, and Services	McQuay International

# PRODUCTS & SERVICES PORTFOLIO

Subcategory	Contract Name	Vendor
<b>FACILITY MANAGEMENT &amp; MAINTENANCE (CONTINUED)</b>		
<b>JANITORIAL/SANITATION</b>	Can Liners	American Hotel Register
	Can Liners	District Healthcare & Janitorial Supply
	Can Liners	Heritage Bag
	Can Liners	Inteplast Group
	Paper and Janitorial Distribution	Afflink
	Paper and Janitorial Distribution	American Hotel Register
	Paper and Janitorial Distribution	Amsan
	Paper and Janitorial Distribution	Hercules & Hercules
	Paper and Janitorial Distribution	Materials Management Services
	Paper and Janitorial Distribution	Network Services
	Paper and Janitorial Distribution	Standardized Sanitation Systems
	Paper and Janitorial Distribution	Staples
	Paper and Janitorial Distribution	Unisource Worldwide
	Paper and Janitorial Distribution	Xpedx
	Paper Towels and Tissue	American Hotel Register
Paper Towels and Tissue	Georgia-Pacific	
<b>LIGHTING</b>	Lamps and Ballasts	Acuity Brands
	Lamps and Ballasts	EarthTronics
	Lamps and Ballasts	GE
	Lamps and Ballasts	Philips
<b>MRO - ELECTRICAL</b>	Maintenance Repair Operations	Graybar Electric
	Maintenance Repair Operations	International Electric Supply
	Maintenance Repair Operations	Mayer Electric
	Maintenance Repair Operations	Sonepar
	Maintenance Repair Operations	Wesco
<b>MRO - GENERAL</b>	Maintenance Repair Operations	Fastenal
	Maintenance Repair Operations	MSC Industrial Direct
	Maintenance Repair Operations	Optimum Supply
	Maintenance Repair Operations	W/W Grainger
<b>MRO - PLUMBING &amp; GENERAL</b>	Maintenance Repair Operations	Interline Brands
<b>MRO - POWER GENERATION</b>	Generator Products and Service	Alban Engine Power Systems
<b>PAINT &amp; RELATED PRODUCTS</b>	Paint and Related Sundries	PPG Industries
	Paint and Related Sundries	Spartan Chemical
<b>PROCUREMENT OF ENERGY</b>	Procurement of Energy	Amerex Brokers
	Procurement of Energy	Co-Exprise
	Procurement of Energy	Hospital Energy
	Procurement of Energy	Vical Energy Consultants
	Procurement of Energy	World Energy Solutions
<b>ROOFING</b>	Roofing Products	The Garland
<b>SPECIALTY</b>	Specialty Supplies and Equipment	American Hotel Register

# PRODUCTS & SERVICES PORTFOLIO

Subcategory	Contract Name	Vendor
<b>FACILITY MANAGEMENT &amp; MAINTENANCE (CONTINUED)</b>		
TV	Television Systems	American Hotel Register
	Television Systems	MDM Commercial Enterprises
	Television Systems	T B & A Hospital TV
WATER TREATMENT	Water Treatment Products	Chem-Aqua
	Water Treatment Products	Ecolab
	Water Treatment Products	Fremont Industries
	Water Treatment Products	Garratt-Callahan
	Water Treatment Products	GE
	Water Treatment Products	Nalco
	Water Treatment Products	Premier Water & Energy Technology
	Water Treatment Products	Southwest Engineers
	Water Treatment Products	US Water Services
	Water Treatment Products	Water Engineering Services
<b>FOODSERVICE PRODUCTS &amp; SUPPLIES</b>		
FOODSERVICE DISTRIBUTION	Foodservice Distribution	US Foods
<b>IMAGING</b>		
ENTERPRISE IMAGE MANAGEMENT	Enterprise Image Management	Agfa
	Enterprise Image Management	DR Systems
	Enterprise Image Management	Philips
<b>INFORMATION TECHNOLOGY</b>		
HARDWARE/SOFTWARE	PC Hardware Software Resellers	PC Connection
	PC Hardware Software Resellers	PDS - Paragon Development Systems
	PC Hardware Software Resellers	Zones
RFID	RFID Asset Tracking	AeroScout
	RFID Asset Tracking	Dynamic Computer
	RFID Asset Tracking	International Business Solutions Alliance
TELECOM/NETWORK	Telecommunications Equipment	Black Box Network Services
	Telecommunications Equipment	NEC Unified Solutions
<b>LINENS, UNIFORMS &amp; PRODUCTS</b>		
LINENS, UNIFORMS & PRODUCTS	Reusable Textiles and Services	American Dawn
	Reusable Textiles and Services	American Hotel Register
	Reusable Textiles and Services	Phoenix Textile
	Reusable Textiles and Services	Standard Textile
NON-MEDICAL UNIFORMS & MATS	Non-Medical Uniforms and Mats	Cintas
	Non-Medical Uniforms and Mats	Unifirst

# PRODUCTS & SERVICES PORTFOLIO

Subcategory	Contract Name	Vendor
<b>NURSING</b>		
<b>GLOVES</b>	Exam Gloves	Digitcare
	Exam Gloves	Innovative Healthcare
	Exam Gloves	Medgluv
	Exam Gloves	Tronex Company
<b>MEDICATION CARTS &amp; STAINLESS SHELVING</b>	Stainless Steel Carts	Lakeside
<b>MOBILITY AIDS</b>	Mobility Aids	Cypress Medical
<b>OFFICE SUPPLIES, FURNITURE &amp; TECHNOLOGY</b>		
<b>DOCUMENT MANAGEMENT SOLUTIONS</b>	Document Management Solutions	International Business Solutions Alliance
	Document Management Solutions	Ricoh
	Document Management Solutions	Standard Register
	Document Management Solutions	Workflowone
<b>FURNITURE</b>	Clinical Modular Casework	Herman Miller
	Clinical Modular Casework	Innerspace
	Furniture	American Hotel Register
	High Density Mobile Storage	Spacesaver
	Patient Room and Systems Furniture	Hill-Rom
	Patient Room and Systems Furniture	Krueger International
	Patient Room and Systems Furniture	Steelcase
<b>OFFICE SUPPLIES</b>	Office Supplies	Staples
	Office Supplies	Sun Office
<b>PRINTERS/COPIERS/FAX</b>	Printers, Copiers, and Facsimiles	Konica Minolta
	Printers, Copiers, and Facsimiles	Ricoh
	Printers, Copiers, and Facsimiles	Xerox

Eligibility is subject to vendor approval. While every reasonable effort has been made to make this listing complete, information changes rapidly and Essensa makes no guarantees of any kind, including guarantees as to the accuracy or completeness of this listing. This listing is for informational purposes only and does not create a legal agreement or place any obligations on Essensa