

creating essential value



Essensa membership is absolutely **free**.

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

**IN 2011**, the City of New York entered into a business agreement with Essensa, a New York-based group purchasing organization. Through this relationship, community-based organizations from NYC can gain access to the Essensa portfolio, which includes discounted pricing on a wide variety of products and services.

### What is a GPO?

Essensa uses the total purchasing volume of all of its members to negotiate discounts with manufacturers, suppliers, and service providers. Essensa members save money by using the contracts (or discounts) available through our catalog, or purchasing portfolio. Our volume discounts allow you to purchase the same supplies you buy now—only at a lower cost.

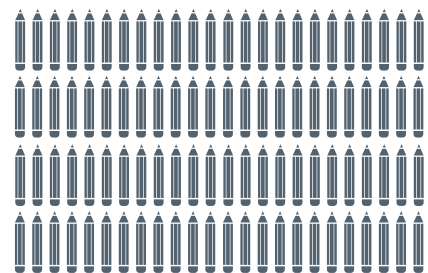
### How does it work?

Like bulk discount stores, Essensa negotiates discounts based on volume. In bulk stores, the more you buy, the more you save:



Essensa works in a similar way:

1. Members place orders for contracted products and services in the Essensa portfolio.
2. Essensa uses our members' **total purchase volume** to secure discounted prices.



3. Essensa passes along the savings to you—with no minimum purchase required.



Contact an Essensa Client Service Associate today by phone at **(866) 430-5330** or **info@essensa.org** for more information or to become a member.

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

Essensa is affiliated with PREMIER

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### Sample Product Categories:

Essensa offers discounts on everything you need to run your organization\*, including:

- Administration, Financial & Management Services
- Delivery & Shipping Services
- Facility/Building Maintenance
- Food, Foodservice Products & Supplies
- Computers
- Linens & Uniforms
- Healthcare Supplies
- Document Shredding & Storage
- Office Supplies & Furniture
- Printers/Copiers/Fax Machines

### Employee Discount Program (EDP)

Essensa has created the Employee Discount Program (EDP) through certain suppliers as an added value for our members. Through the EDP, your employees can access discounts directly for personal purchases on products like appliances, school and office supplies, rental cars, pest control, and more! Signing up is easy. We have a team dedicated to guiding your employees through the process. Simply have employees call **(866) 430-5330** or email **edp@essensa.org** and speak to an EDP Coordinator.



### Join Today

Becoming a member is simple. There is **no fee to join, no membership fees, and no minimum purchase** requirements. Contact Essensa to sign-up and start saving!

**GREG WARNER**  
 (866) 430-5330  
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\* Eligibility subject to vendor approval.