



A GREAT EXAMPLE OF HOW ICS SAVES YOU MONEY: ICS STAPLES ADVANTAGE

Institutional Commodity Services (ICS) harnessed the buying power of our ten-county archdiocese to negotiate terrific pricing through the ICS Staples Advantage program. Last year, we saved parishes, schools and institutions more than \$1.5 million off the list price of their purchases. Staples Advantage is the business-to-business division of Staples and operates separately from Staples.com and Staples retail stores. The ICS Staples Advantage program is open to any parish, school or institution in the Archdiocese of New York and includes these popular products, among many others:

- Office Products and Educational Supplies
- School and Office Furniture and Workplace designs
- Janitorial Supplies and machines
- Coffee, Water and Breakroom Supplies and Equipment
- Technology Products and Services
- First Aid & Safety products
- Promotional products

Key Advantages of the ICS Staples Advantage program Include:

- **Deeply discounted** prices on more than 1,000 items which are routinely purchased for your church, school or organization
- **Stable pricing** compared to fluctuations that occur when buying directly from Staples.com or when shopping in retail stores
- **Direct access to Staples'** retail stores for purchases that enjoy the same contract pricing
- **Flexibility to add items** to the already-huge list of more than 1,000 included in the contract. When you add new products to the contract, all of the ICS Staples Advantage customers enjoy access and savings.
- **Easy online ordering** through your ICS account at www.staplesadvantage.com
- **Dedicated Staples account management team** that is readily available to answer questions, deal with product issues, add routine items to the contract, handle special purchases or address billing issues

Recent Examples of Savings

- **Staples Advantage vs Amazon**

In 2020 the regional schools asked ICS and Staples to compare 525 items the regional schools purchased from Amazon with the same items on the ICS Staples Advantage program. The total cost of the Amazon purchases was \$13,405, compared to \$11,468.68 from ICS Staples Advantage. **We would have saved the schools 14.4%**. In addition, there are no fees for shipping through the ICS Staples Advantage program and items are generally delivered the day after they are ordered.

- **Staples Advantage vs. Quill.com**

ICS was asked to compare actual school invoices from Quill.com with the same 26 items on the ICS Staples Advantage program. The total cost from Quill.com was \$1,022.73, compared to \$883.63 from the ICS Staples Advantage program. **We would have saved the school 13.6%.** Actually, the Quill invoices were from an earlier period than the ICS Staples Advantage calculation and we did not calculate inflation that occurred in the interim. The actual saving for the school would have been higher.

- **Staples Technology Solutions vs. a non-ICS vendor**

In September, a school was determined to buy 60 Chromebooks. Working on their own, school staff contacted various vendors and ultimately chose a third-party vendor for Konica Minolta (KM). Although KM is an established vendor with ICS, the school purchase was not coordinated with ICS. The school paid \$20,750 for the Chromebooks and accessories.

Later, ICS was asked for a comparison quote. ICS did its typical due diligence and requested a quote from another trusted vendor, the Staples Technology Solutions division, for the same items. If this purchase had been made through ICS, the cost would have been \$17,671.20. **We would have saved the school 14.8%.**

ICS Is Your Procurement Partner – With Every Vendor, Every Day

ICS's knowledgeable representatives work with each customer to determine specific needs and stay within budget. We have product expertise and well-established relationships with a wide variety of more than 350 vendors. When customers turn to us for help with a purchase, large or small, we give them options to choose from. Manufacturers and vendors respect the purchasing power of ICS, whose loyal customers include parishes, schools and institutions throughout the Archdiocese of New York and neighboring dioceses. ICS is a separately incorporated non-profit organization that exists only to serve Catholic entities. **Every purchase made through ICS enhances our ability to get you the best pricing and timely service on the quality products you need.** We are your procurement partner. Let us put our expertise to work for you!