

Your Category Experts for Cost Savings

## Meet E&I's Business Development Executives!

E&I understands your unique challenges when it comes to discovering cost savings opportunities on campus. Our team of dedicated Business Development Executives (BDEs) is here to guide and support you every step of the way.



## Unrivaled Subject Matter Expertise

Our BDEs are subject matter experts in their respective categories and are equipped with in-depth knowledge of our comprehensive portfolio. They leverage this expertise to:

- ✓ Identify valuable savings opportunities across your campus operations
- ✓ Guide you toward solutions to meet your specific needs
- ✓ Support your unique goals and objectives to maximize cost efficiencies
- ✓ Keep you informed about industry trends, insights, and market dynamics

## A Focus on Collaboration

Consultation is at the heart of what our BDEs do. They collaborate closely with decision makers on your campus outside of procurement to understand your unique challenges and goals. Through in-depth discussions and analyses, our BDEs help you by:

- ✓ Exploring the full potential of E&I's contracts
- ✓ Providing tailored recommendations that align with your objectives
- ✓ Sharing best practices to ensure seamless adoption and implementation of E&I contracts, empowering you to make informed decisions

# Meet the Team

By partnering with our BDEs, you gain access to a wealth of knowledge, expertise, and resources aimed at driving cost savings and unlocking new opportunities for success. This team will work closely with your Sourcing Consultant and Member Success Manager to help your institution thrive.



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## Your Sourcing Cooperative

E&I Cooperative Services is the only non-profit member owned sourcing cooperative exclusively focused on serving the education community. We take care of the entire contracting process, from RFP development through ongoing supplier management, saving our members valuable time and money.

We leverage the purchasing power of our nationwide membership to develop a comprehensive portfolio of competitive contracts with industry-leading suppliers. Together with our innovative sourcing solutions, we help our members optimize their education dollars. [Discover the Benefits of Your E&I Membership.](#)

**Check Out Our Contracts**