

# CenterPoint Group Savings Program

## CenterPoint Solution

Our leveraged agreements offer deep discounts and savings typically reserved for companies that spend hundreds of millions of dollars in indirect spend! Our Members get access to market intelligence and our leveraged portfolio.

Become a member and start saving 15% or more with W.W. Grainger.

### MRO and Safety Supplies

- Save 15%-20% with leveraged contract rates, exclusive discount structure and targeted pricing.
- CenterPoint Master Contract Pricing on the most common high-transaction items.
- 20 Category Discounts between 10% and 20% off market price
- Custom Pricing targeted to each Member's unique spend profile
- Free same day shipping on all standard deliveries with no minimum order charge



### MRO & Safety

Maintenance,  
Repair &  
Operations

#### CASE STUDY:



 **INDUSTRY**  
**Manufacturing**

 **REVENUE**  
**\$15 Billion**

 **EMPLOYEE COUNT**  
**16,800**

 **MRO & SAFETY SPEND**  
**\$12.0 Million**

### Before:

- ✓ Spend with 10+ Suppliers – many without centralized contracts
- ✓ Renewal negotiations yielding little to no price improvement
- ✓ Difficult to sell a centralized program to stakeholders at key manufacturing and distribution sites.

### After:

- ✓ Consolidated 75% of Spend to Grainger with 95% adoption
- ✓ 15% immediate savings on contract pricing and through expanded discount structure
- ✓ Targeted 10% savings through optimizations and standardization



**TOTAL ANNUAL SAVINGS**  
**\$2.25M**