



diversity begins here

**Diversity Products, a division of CenterPoint Group, is a Certified Minority Business Enterprise that provides a wide range of products and services to our customers.**



**WHO** We are a multi-year award-winning Supplier of the Year Minority-Owned Business

**WHAT** We help large companies save money while earning Tier 1 spend credit

**WHEN** Founded in 2006

**HOW** We use data analytics and a highly-trained customer support team to deliver savings and service

**WHY** We do not charge a fee and it takes minimal client resources



# Diversity Products

- **Leveraging our extensive category expertise and the buying power of our Fortune 500 clients to provide office products, breakroom essentials, and technology products at wholesale prices.**
- **An award-winning e-commerce environment that streamlines the ordering process.**
- **Access to a dedicated customer service team and tested logistics network to deliver the vast majority of our products the next business day with shipping included at no additional cost.**
- **Clients achieve Tier 1 spending status on all expenditures and have access to many Tier 2 product offerings. [Click here to see a report on the impact of Tier 1.](#)**
- **Access to seasoned sourcing specialists that can locate and procure over 250,000 products at benchmarked price points.**



## AmeriHealth Caritas

"We receive diverse product offerings, next level customer service, innovative solutions and a rewarding partnership. CenterPoint's buying power for large ticket items like paper and toner has helped us reduce significant costs in this area."

Ron Baldwin, Director of Supplier Management



Philadelphia, PA, -- CenterPoint Group, a New Jersey based Consulting and Procurement Company, has been honored by the Eastern Minority Supplier Diversity Council, EMSDC, as Supplier of the Year. The EMSDC is a Regional Council of the NMSDC (National Minority Supplier Development Council).

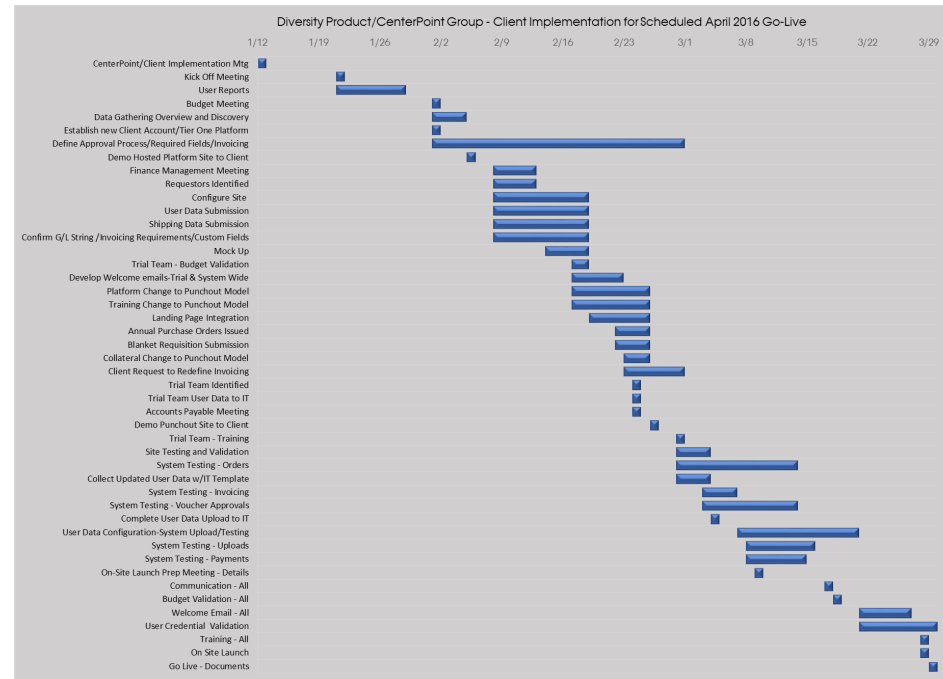
According to Valerie Cofield, President/CEO of the EMSDC, CenterPoint Group "has distinguished themselves by demonstrating growth in sales, continuous growth in MBE to MBE purchases, innovation in the delivery of services, significant and continuous contribution to the growth and development of their community, and commitment to the cause and success of the EMSDC."



# Program Overview

We will manage every step of the Implementation process

## Phased Custom Implementation



## Coordinated Product Launch

**WELCOME**  
NEW OFFICE SUPPLY USER

**Accessing the Diversity Products Portal**

- Link: [www.diversityproducts.org](http://www.diversityproducts.org) to log in.
  - Don't forget to bookmark the link on your desktop or in your Favorite!
- Login: Your email address (example: [dpw@emailaccount.com](mailto:dpw@emailaccount.com))
- Initial Password: **Welcome1** (password is case-sensitive)
  - The first time you login, you will be prompted to change your password (Minimum of 7 characters, containing 3 of the 4 categories (A-Z) (a-z) (0-9) or (!, @, #, \$, %, ^, \*))

A Quick Reference would like

The entire Diversity Pr available to address Thank you in advance

in partnership with **Office DEPOT**

**New Supplier Announcement**

The Purchasing Department is pleased to announce that **Diversity Products** will become our official office supply company. This new program will cover copy paper, pens, pencils, erasers, and other office supplies. Our customized program will be available to all employees.

in partnership with **Office DEPOT**

## Dedicated Supplier Portal

Approvals Profile Suppliers Search Reports Help Administration

click to begin shopping

welcome

product categories

paper breakroom office supplies janitorial office electronics

for assistance and product information, please contact our customer care specialists at 855.748.4850 or email us at [customercare@diversityproducts.org](mailto:customercare@diversityproducts.org)

in partnership with **Office DEPOT**

## Integrated Website

[ABOUT US](#) [SUPPLY CATEGORIES](#) [CONTACT US](#) [CUSTOMER LOGIN](#)

diversity begins here

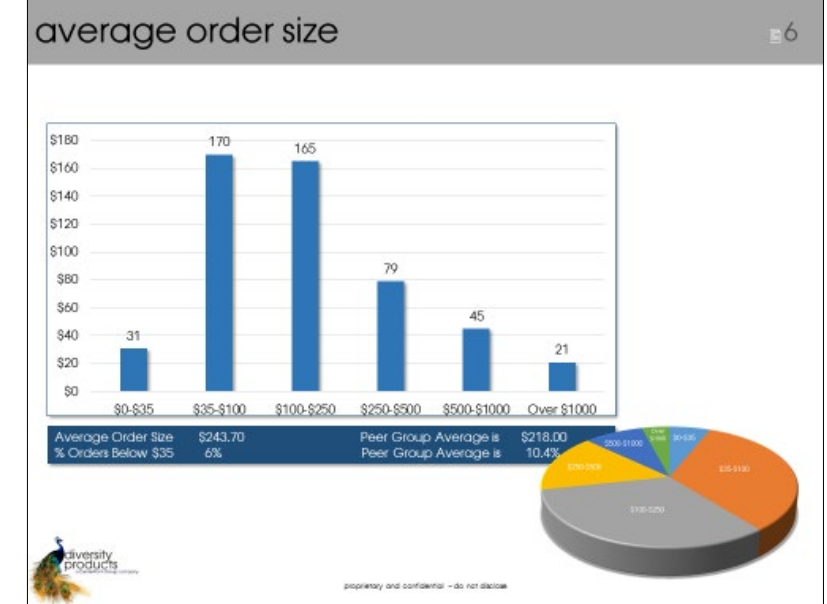
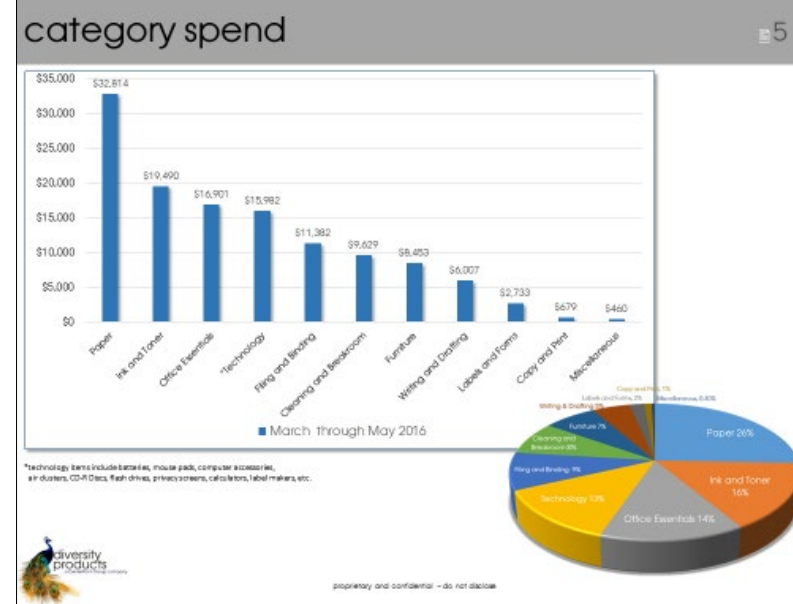
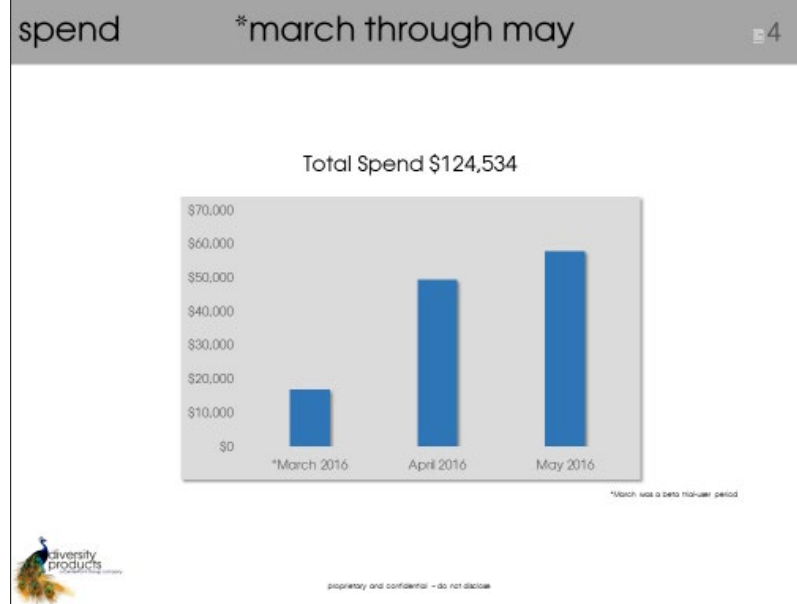
login

password

create an account forgot password?

# Custom Program Oversight

## Earn Tier 1 Spending while receiving Enterprise-Level Service



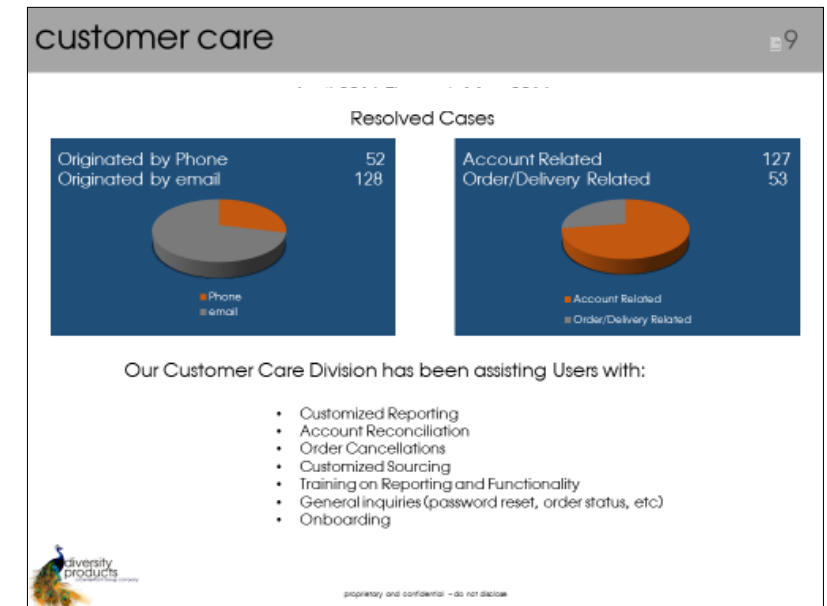
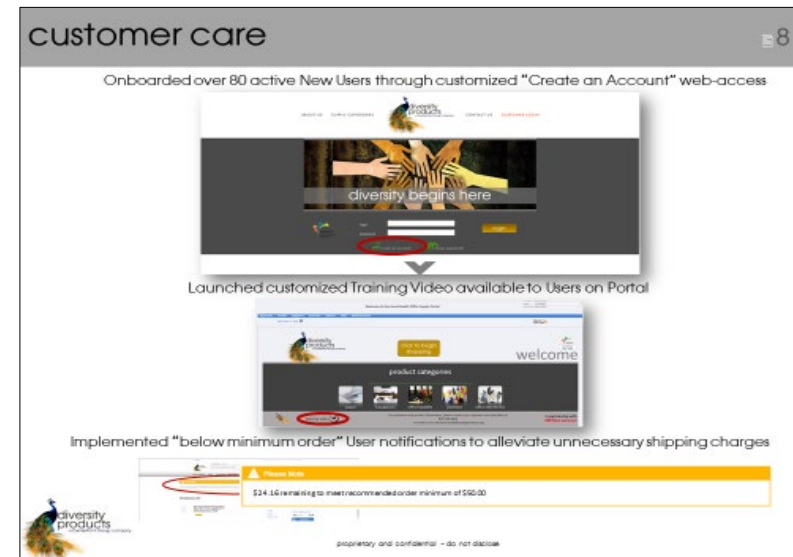
**Spend breakdown by location** #7

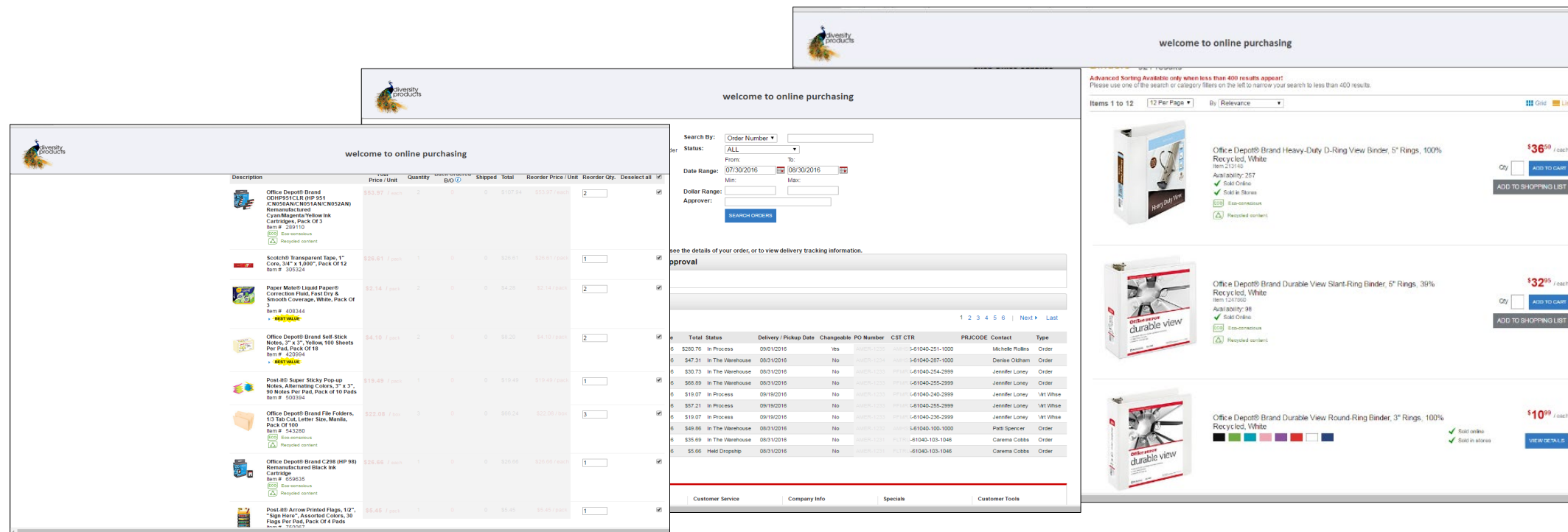
Location	Orders	Spend	Average Order
TXF000MIDWAY	224	\$63,730.87	\$284.52
TXFNCHARLESTON	56	\$8,608.63	\$153.65
TXFMAMFTH	11	\$6,112.73	\$555.70
TXFBATONROUGE	25	\$5,076.08	\$203.04
TXFDESMOINES	25	\$4,770.65	\$190.83
TXFAHDC	19	\$4,725.55	\$248.71
TXFAHHA	23	\$4,541.62	\$197.46
TXFHARTIN	19	\$3,016.71	\$158.02
TXFCROSSCOM	6	\$3,192.06	\$532.01
TXRPEC	15	\$3,153.17	\$210.21
TXFJACKSONVILLE	14	\$3,076.60	\$219.76
TXFROBINVILLE	9	\$1,614.99	\$179.44
TXFPALMBCHPTH	11	\$1,821.91	\$165.63
MICHIGAN-EVANS	3	\$1,108.54	\$369.51
TXFLESTERPRX	3	\$1,069.26	\$356.42
TXFMICHIGANKM	4	\$1,050.83	\$262.71
TXFAMPATH	4	\$987.10	\$246.78
TXFOMAHA	2	\$726.87	\$363.44
TXFCOLUMBIA2	3	\$574.64	\$191.55
TXFNCHRLS430KM	3	\$498.51	\$166.17
TXFLESTERPRX1	1	\$399.60	\$399.60
TXFGAINEVILLE	2	\$395.27	\$197.64
TXFORLANDOUTH	5	\$382.71	\$76.54
MICHIGAN-JORGENSEN	3	\$357.41	\$119.14
MICHIGAN-NEAL	3	\$220.25	\$73.42
TXFCARUSLEPA	1	\$100.99	\$100.99
TXFKLOSTER	1	\$100.99	\$100.99
MICHIGAN-OKONES	3	\$178.34	\$59.45

Location	Orders	Spend	Average Order
MICHIGAN-BROWNE	1	\$161.98	\$161.98
MICHIGAN-ALBERSON	1	\$133.23	\$133.23
TXFBEDFORD2	1	\$122.51	\$122.51
TXFRILBNCBH	1	\$110.99	\$110.99
TXFMCOUNTRYMAR	1	\$107.49	\$107.49
TXFTIMBERFTH	1	\$105.96	\$105.96
MICHIGAN-TAMBOUR	1	\$102.28	\$102.28
MICHIGAN-KOHN	2	\$100.13	\$50.06
MICHIGAN-SMITHL	1	\$95.97	\$95.97
MICHIGAN-HESTER	1	\$94.47	\$94.47
GAITTO-AMHSS	1	\$94.19	\$94.19
MICHIGAN-NELSONKE	1	\$89.25	\$89.25
MICHIGAN-BAUMANT	1	\$88.48	\$88.48
NEWYORK-UCHTAS	1	\$83.98	\$83.98
MICHIGAN-SEAMAIN	1	\$80.99	\$80.99
MICHIGAN-BODERO	1	\$80.99	\$80.99
PA-PULJAR	1	\$80.99	\$80.99
PA-SWAIN	1	\$80.99	\$80.99
INDIANA-JANSKI	1	\$80.99	\$80.99
MICHIGAN-RANNE	1	\$78.92	\$78.92
MICHIGAN-SMITHR	1	\$70.83	\$70.83
MICHIGAN-HULL	1	\$68.01	\$68.01
MICHIGAN-BAU	1	\$65.56	\$65.56
GEORGIA-DREY	1	\$44.77	\$44.77
MICHIGAN-NICHOLSON	1	\$41.67	\$41.67
TXCHMBRSRG	1	\$37.63	\$37.63
MICHIGAN-BRANDT	1	\$32.31	\$32.31

proprietary and confidential - do not disclose

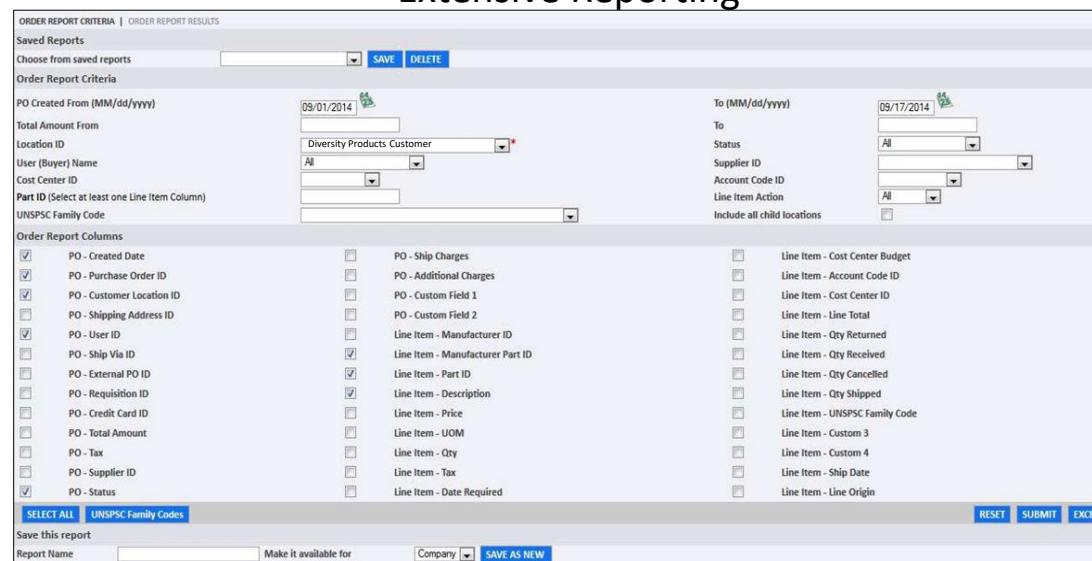




## Custom Training Video



## Extensive Reporting





# Full Suite of Solutions

Access to the same capabilities of a National Supplier



## Print & Copy Services

Whether you need business cards, banners, brochures, bound presentations, flyers or copies, our dedicated print specialists are here to help.



## Environment Solutions

With more than 14,000 products with green attributes or ecolabels, we're your one-stop shop for greener supplies, tech, furniture, lighting, cleaning and facilities supplies and more.



## Managed Print Services

Optimize performance and reduce expenses with Office Depot® PrintIQ® Managed Print Services, a full-service, single-source solution for printers, printer supplies, break-fix service and support.



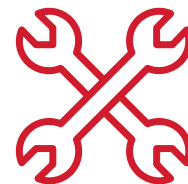
## Technology

We'll help you plan, acquire, deploy and even fund your technology across every area of your business. Our leveraging power allows us to deliver competitive pricing on thousands of products, plus all the support and services to help you avoid any downtime or loss of productivity.



## Workplace Facilities

Choose from a complete portfolio of facilities, cleaning and breakroom supplies, in the quantities you need, from brands you trust.



## Workspace Interiors

From professional space planning to delivery, assembly and installation, let us manage every aspect of your next project from concept to completion.



## Exclusive Brands

Well designed. Well made. Well priced. Office Depot® Exclusive Brands are stylish, affordable and durable. Our products are designed to meet or exceed the quality of national brands. Try all of our essentials from supplies to tech and furniture to cleaning supplies.



## Subscriptions Services

Never run on empty! Sign up for our Subscription Service and get convenient, automatic deliveries of your favorite products, including paper, ink & toner, coffee, water and more!

# Client Alignment

We will tailor our program to meet your goals

## National Footprint

Access to over 250,000 products in its distribution centers that will ship directly to your locations with next day delivery.



## Support Initiatives

CenterPoint will harmonize product assortments for new locations, projects, and other initiatives to ensure optimal results.



## White Glove Service

CenterPoint and Office Depot have partnered to create a *custom experience* that can accommodate all ordering, billing and ERP requirements.



## Ongoing Cost Savings

Our Goal is to save you seven figures in this category through immediate product savings and CenterPoint's ongoing optimization and account management.





# CenterPoint Program Benefits

Leveraged pricing and contract terms



## CORE PRICING

- Access to **2,500 CenterPoint Core SKUs** at deeply leveraged rates
- Custom bid items covering your high spend items
- Best-in-Class Price Protection and Contract Terms with **12-month price locks**



## OPTIMIZATION & RATIONALIZATION

- **CenterPoint monitors and negotiates** to create year-over-year cost savings
- Consolidate SKUs to deliver savings through rationalization
- **Dynamic contract** list will continue to add low-cost SKUs to your program



## NON-CORE PRICING & SHIPPING COSTS

- **Discounts on full Business Solutions Division catalog** – approx. 10,000 items
- Monitoring and Optimization per spending trends
- **Free Next Day Delivery**

**Best-in-Class value**

# Best Practices

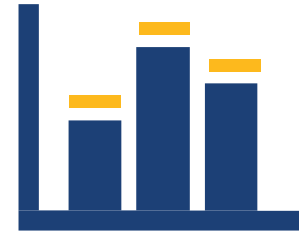
Strong procurement programs rely on detail driven work and expertise.

	Current State	CenterPoint Contract
Market Competitive Pricing		
Fixed Contract Pricing		
70%+ Contract to Non-Contract Ratio		
Minimum 6 mo. Price Locks		
Price Increase Caps on Public Indices		
Contractual ability to add to contract		
Strong Non-Contract Discount		
Free Next Day Shipping		
No Minimum Order Value		
No Minimum Volume Requirements		
Minimum Net30 Pay Terms		
Electronic Summary Invoicing		
Dynamic Contract Management		
Data Analytics Expertise		
Real Time Market Intelligence		
Granular Data Visibility		
Advanced Savings Analytics		
Category Expertise		
Executive Level Supplier Sponsorship		
Time and Resources		



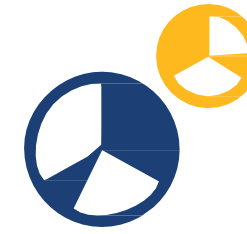
# Proprietary Savings Methodology

**The savings we generate for our members is created not only on reduced pricing through our leveraged programs, but also by leveraging our experience and our comprehensive approach to contract management.**



## PRELIMINARY ASSESSMENT

Provide preliminary savings estimate for qualifying clients.



## COMPLIANCE REPORT

Regular audits for contract compliance to price and terms.



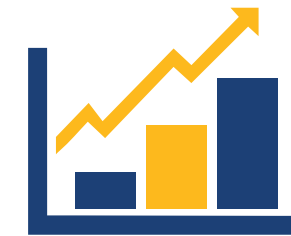
## SPEND BY CATEGORY

Monitor category level spending and help you identify savings opportunities.



## SKU LEVEL ANALYSIS

Validate savings down to the SKU level on your most frequently purchased products.



## OPTIMIZATION REPORTING

Perform comprehensive account optimizations and trend analysis.



## CUSTOMIZED REPORTING

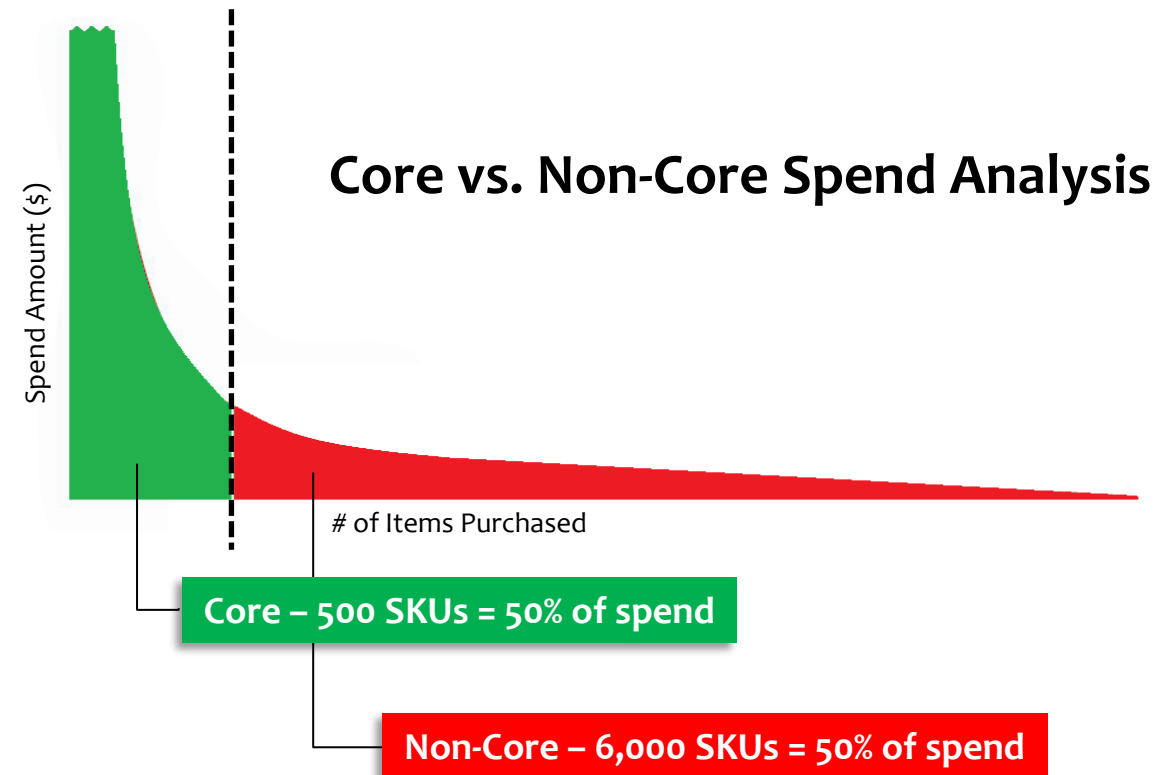
Generate custom reporting to make sure that you are hitting all of your goals.

# Tail Spend Savings

It takes time and focus to manage every dollar – This is what our Analysts live For!

**Saving money on Non-Core items requires a focused strategy:**

- All clients have a difficult time managing this
- CenterPoint built a systematic approach that addresses tail spend
- 3-Phased Approach to control Non-Core Spending



## Three-Phased Approach





# SKU Rationalization

We will review your Spend on a SKU-by-SKU level to generate savings

Here is what  
the optimal  
product is



OD Brand Manila File Folders  
1/3 Cut Letter Size



Clorox Disinfecting Wipes  
35 Wipes Per Tub Pack Of 3 Tubs



Office Depot® Brand Scissors  
8" Straight, Black

You are  
buying these  
products

FOLDR 1/3CUT LTR MANILA 250  
QTY 154

3TAB FLDR LTR BLU 100  
QTY 15

STPLS 3TAB FF LTR MANILA 100PK  
QTY 276

STPLS 3TAB FF LTR MANILA 24PK  
QTY 1

FILE FOLDER 3-TAB LETTER 50/PK  
QTY 2

FOLDER SNGL TOP LTR 1/3 AST  
QTY 17

CLOROX WIPES VALUE PK 3/35CT  
QTY 238

CLOROX WIPES VALUE PK 3/75CT  
QTY 103

LYSOL WIPES 3X35CT  
QTY 19

DISNFCT WIPES 35 WIPES/PK-3PK  
QTY 44

LYSOL DISFT WIPES LMN/LM80-3PK  
QTY 22

CLOROX WIPES VALUE PK 4/35CT  
QTY 9

LYSOL DUAL ACTION WIPES 2X75CT  
QTY 10

SCISSORS TITANIUM 8IN STRT 2PK  
QTY 32

ACME 3PK SCISSORS  
QTY 42

SCISSOR STRAIGHT GENERAL 7 BK  
QTY 6

8 INCH SCISSORS NAVY 2PK  
QTY 14

7 INCH SCISSORS NAVY  
QTY 7

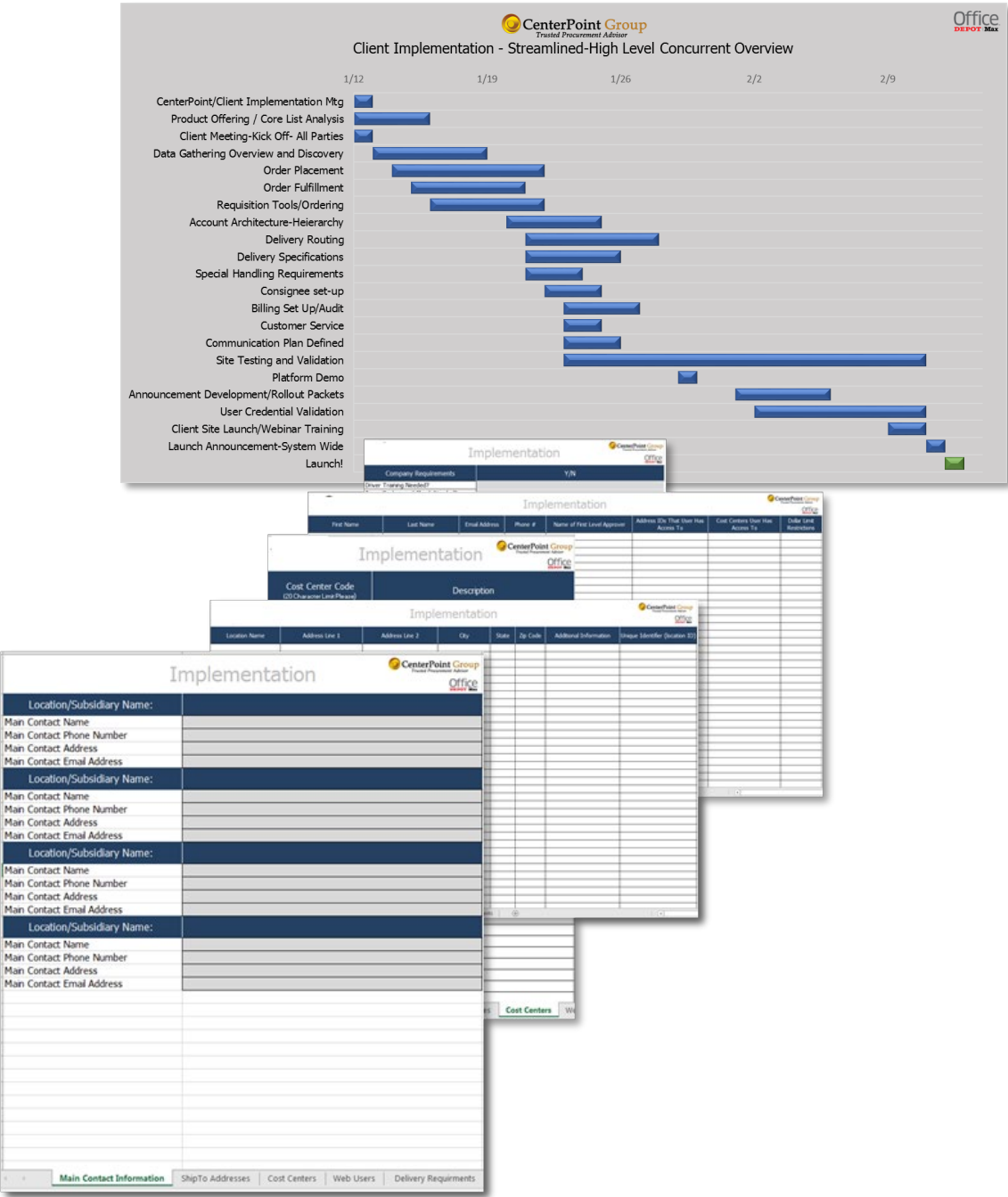
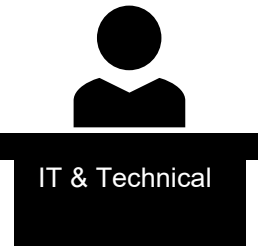
SCISSORS 8IN STRAIGHT  
QTY 20

SCISSOR STRAIGHT 8 BLE  
QTY 27

# Ease of Implementation

Our experienced team will ensure a seamless transition

Dedicated teams are engaged with you to coordinate implementation and onboarding. From Site Visits to Program Communications, we ensure all is streamlined and smoothly transitioned according to your unique specifications.

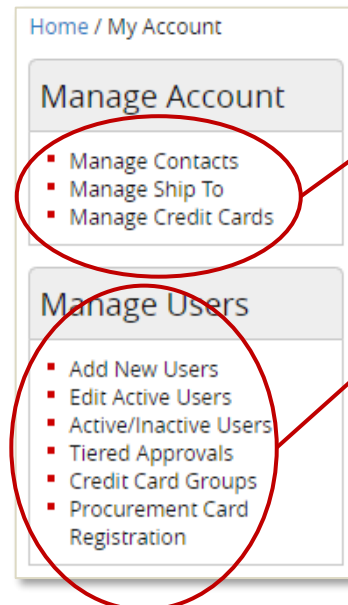




# Procurement Technology

All the tools you need to easily manage, purchase, and evaluate

## Administrative Controls



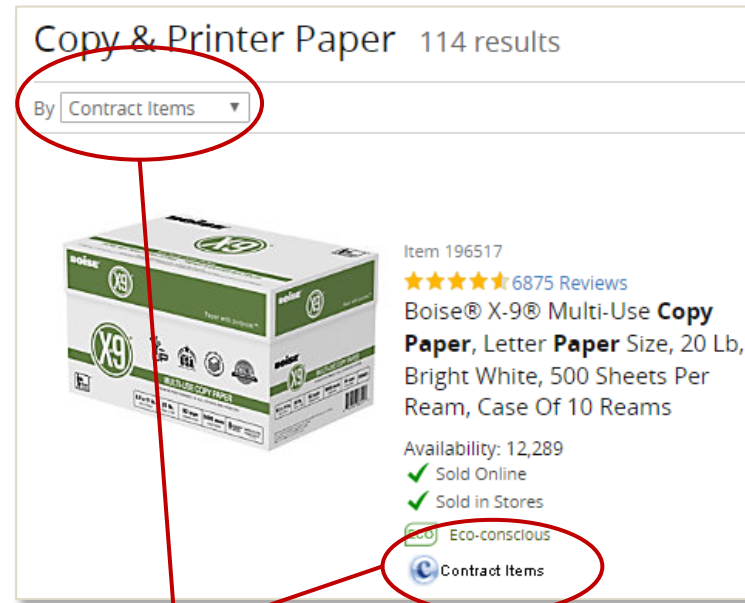
Easy access to  
adjust account  
setup

Easy to update  
Users, Locations and  
Basic Access

Complete account oversight and  
customization you expand:

- Approval Routing
- Budget Setting on sites and users
- Cost Centers and PO numbers

## Spend Management

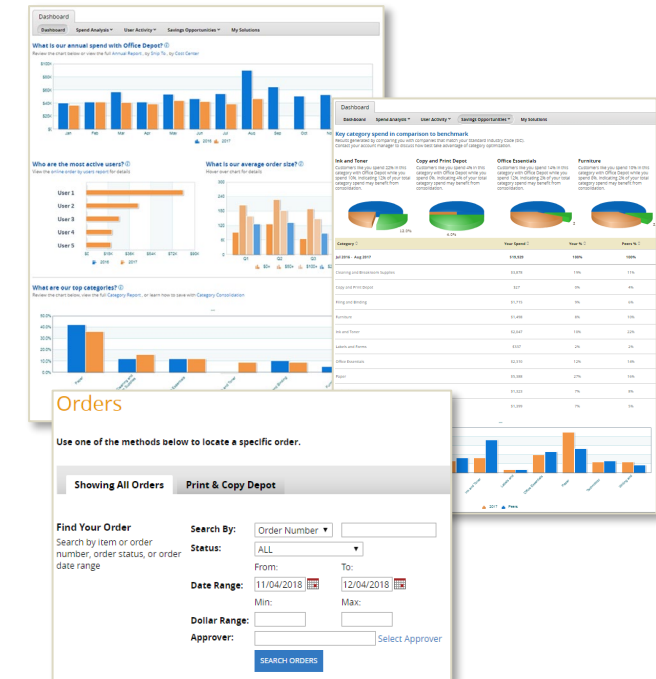


Quickly find best  
priced contract items

Save on everyday purchases  
through:

- Contract Item Search capabilities
- Shopping List Management
- Smart Cart Savings

## Real-Time Reporting & Dashboards



Admins will have access to  
monthly and annual data to  
provide full visibility:

- Orders and Delivery
- Category Breakdown
- Individual User Purchasing
- Location Spend Totals

# The Key Benefits

**Our Clients get more than Tier 1 Minority Spend credit.**

**Our mission is to function as a trusted advisor and create superior value for our clients.**

- 1. REALIZE SAVINGS**  
Immediate Cost Reduction. Implement in less than thirty days
- 2. NO SIGN-UP FEE**  
In addition to having no membership fees we also eliminate any sign-up fees as well
- 3. REPORTING & VISIBILITY**  
Receive comprehensive reporting that provides complete spend transparency and solutions
- 4. EXPERT RESOURCES**  
Senior Representatives and Senior Account Managers provide quality experience and support to our clients
- 5. ONGOING OVERSIGHT**  
We analyze spending patterns and market intelligence to identify savings opportunities and best-in-class progress year over year