FROM ACCESS TO ACTION

How to find, access, and capture value with E&I Cooperative Services

Jon Kokos | Sourcing Consultant

jkokos@eandi.org | (631) 630-8316 | eandi.org

E&I COOPERATIVE SERVICES



TODAY'S ROADMAP

Who We Are	Who E&I is, serves, and supports
What We Do	Learn how cooperative contracts work
Why It Matters	Understand the strategy of cooperative purchasing
How to Get Started	See how easy the path to greater value can be
See It In Action	Walk-thru cooperative purchasing in action

By the end of today’s session, you’ll know where to find, access, and buy from E&I contracts.

WHO WE ARE

Your cooperative. Built for education.

Member-owned. Education-focused. Institutional support.

1

Non-Profit

A cooperative created to serve member institutions.

2

Education Only

Solutions designed for the needs of higher education.

3

Member-Owned

A cooperative focused on our members' shared needs

4

Value Reinvested

Earnings support patronage, member programs, and professional development.



MISSION

Help education institutions buy smarter, use resources more effectively, and strengthen institutional capacity.

WHAT WE DO

One institutional membership. Complete institutional value.

Contracts are the tool. Value is the strategy.

Procurement

260+ supplier solutions with the buying power of 6,500+ members.

Finance

Spend analytics and quantified opportunity analysis.



Departments

Subject-matter expertise, category support and benchmarking.

Leadership

Alignment of purchasing to institutional strategy

HOW IT WORKS

E&I does the work. Your institution captures the value.

A cooperative agreement shortens the path from need to solution.

1 E&I SOLICITS

E&I runs a competitive solicitation process, and our members evaluate supplier responses.

2 E&I AWARDS

Awarded suppliers agree to negotiated pricing, terms, incentives, and service requirements.

3 INSTITUTION ALIGNS

Your institution reviews the agreement and completes the participation steps.

4 INSTITUTION BUYS

You purchase from the supplier directly with added value already applied.

The outcome: less work and better results

WHY IT MATTERS

Turn everyday purchasing into greater institutional value

Cooperative purchasing can create value without requiring transformation.



Traditional purchasing → **Processes transactions**

Cooperative purchasing → **Capture value**

Cooperative Purchasing:

The strategy of connecting needs to competitively awarded agreements, with education-focused terms, supplier support, and measurable economic benefit.

The strategy isn't to spend less.
It's to make existing spend work harder.

GET STARTED

A practical path to financial strategy

Choose the starting point that fits.

START WITH YOUR DATA

Use a *Strategic Spend Assessment* to identify and prioritize opportunity.

- ✓ Unsure where to begin
- ✓ Limited spend visibility
- ✓ Institution-wide perspective
- ✓ Prioritized opportunity roadmap

START WITH A KNOWN OPPORTUNITY

Use the *Contract Navigator* to find one supplier, category, or upcoming need.

- ✓ Supplier already identified
- ✓ Upcoming purchase or renewal
- ✓ Category requiring attention
- ✓ Benchmark incumbent supplier

GET ACCESS

Four easy steps to get started

Everything you need to move from access to activation.

1 CREATE A PROFILE

Visit eandi.org and select ***CREATE A PROFILE*** in the top-right corner. Complete the registration form and submit it.

2 LOG IN

After creating your profile, ***LOG IN*** with your username and password to access contract and pricing information.

3 BROWSE CONTRACT NAVIGATOR

Browse the ***CONTRACT NAVIGATOR*** to view available supplier contracts. Click a supplier logo to learn more and get started.

4 SIGN UP & GET STARTED

Use the ***SIGN UP & ORDERING INFORMATION*** button. Most contracts require only one simple form to begin.

STRATEGIC SPEND ASSESSMENT

Let your data show where to begin

Replace guesswork with data. Prioritize where to go next.

1 YOU PROVIDE

12 months of spend data

- Check register
- P-card transactions
- Excel or CSV file
- Supplier name
- Spend amount

2 E&I ANALYZES

We find actionable opportunities

- Alignment of current suppliers to E&I agreements
- Surface fragmented spend
- Identify strategic sourcing opportunities
- Connect purchasing to institutional priorities

3 WE ACT TOGETHER

From access to action

- Validate the highest-priority opportunities
- Align supplier fit and economic benefit
- Measure the outcome and economic benefit
- Repeat to the next opportunity

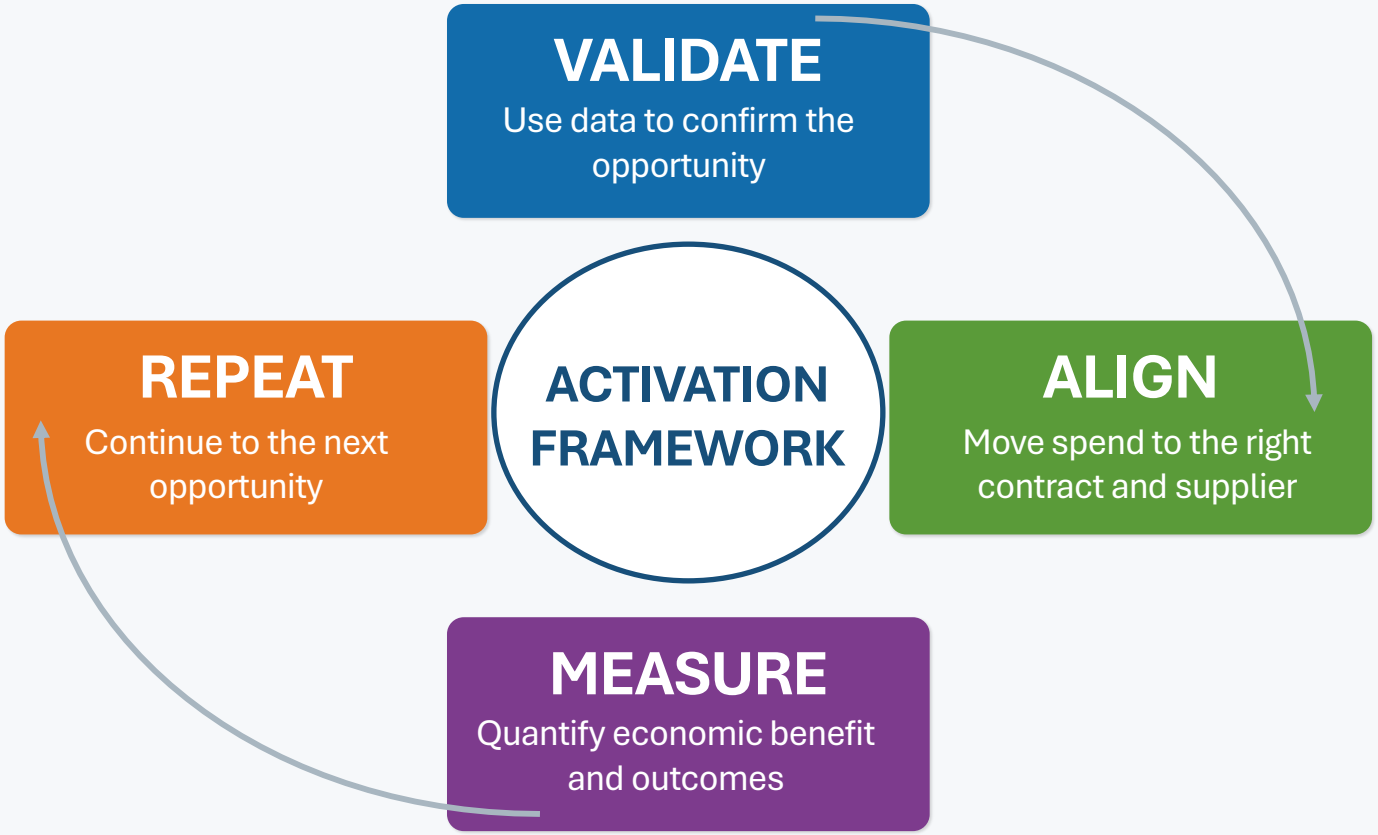
THE COMMITMENT — **Spend file + collaborative review + focused next steps**

THE OUTCOME — **A prioritized roadmap of qualified and quantified opportunities**

ACTIVATION FRAMEWORK

Go from access to action

A repeatable process for turning opportunity into measurable value.



What the framework does:

- **Turns data into action**
  Confirms opportunity is real and actionable.
- **Assigns ownership**
  Defines what action is required.
- **Produces proof**
  Connects action to results and resolves barriers.
- **Builds momentum**
  Creates movement from one opportunity to the next.

2025 UTILIZATION SNAPSHOT

Creating a foundation for greater value

Association of Independent Kentucky Colleges and Universities

18
Participating members

28
Supplier contracts used

$3.47M
Total member purchases

$173K-$416K
Total economic benefit



$1,435,566 · 14 members

$421,882 · 12 members

$382,942 · 7 members

$235,212 · 13 members

2025 UTILIZATION SNAPSHOT

Start where AIKCU members are already finding value

Existing relationships can become institutional opportunities when fragmented activity is made visible and intentionally aligned.

CDW·G

Technology hardware, software, services & support

$1.4M across 14 members

VIEW →

GRAINGER

Facilities, MRO, safety and everyday operational supplies

$422K across 12 members

VIEW →

Enterprise Mobility™

Vehicle rental and mobility needs

$383K across 7 members

VIEW →

B&H B2B

AV, photo, video and day-to-day technology

$235K across 13 members

VIEW →

Some things are hard.
This is not.

eandi.org



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Book Time to Meet