

WHY GRAINGER?

Time-Saving Solutions to Get the Products and Services You Need

Discount Pricing for Value First Members Vizient Contract #FM0020

WHO IS GRAINGER?

Grainger is a business-to-business distributor of products used to help maintain, repair and operate facilities. Approximately 3 million businesses and institutions worldwide rely on Grainger for products such as safety supplies, ladders, motors and janitorial products, along with services like inventory management and technical support.

These customers represent a broad collection of industries including healthcare, manufacturing, government and hospitality. They place orders online, with mobile devices, over the phone and at local branches. More than 4,800 key manufacturers supply Grainger with 1.5 million products stocked in Grainger's nationwide network of distribution centers and branches.

THE VALUE OF GRAINGER

- **Gain more visibility into your spend** and how you can impact total cost of ownership as well as create more working capital back into your business
- **Reduce complexity** in purchasing, managing and utilizing your inventory
- **Reduce costs** and operational expenses by streamlining processes
- **Manage compliance** to both internal policies and external regulations
- **Contribute to your diversity** requirements or goals through access to our Distributor Alliance Program
- **Gain expertise** without adding headcount through our specialist network

ONLINE PURCHASING SOLUTIONS

From advanced purchasing options to mobile apps, count on Grainger for online solutions to help simplify your day. Whether you're in the office or on the go, take advantage of time-saving solutions to place orders, streamline your approval process and manage your spend. Just register on Grainger.com® to access your pricing, view your order history, save favorite items to your personal lists and check real-time product availability.

Our online solutions for your purchasing needs include:

- **Grainger.com®**: Easy-to-find products and fast checkout.
- **Order Management on Grainger.com®**: Fast track your order approvals and generate usage reports.
- **Mobile Apps**: Get the products and services you need no matter what device you use or where you go.
- **eProcurement Connections**: Manage your spend, help ensure procurement compliance and automate processes.

Visit grainger.com/onlinepurchasing for more information.

CONTACT:
Denis Miciletto
dmiciletto@leadingageny.org
917.370.6518

VALUE

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Choices ■ Solutions ■ Savings

1.800.GRAINGER
GRAINGER.COM®

GRAINGER
FOR THE ONES WHO GET IT DONE

YOUR CONTRACT BENEFITS

Facility supplies are often hard to manage. Let Grainger help you make the right purchases, at the right time, from the right business provider.

Vizient has awarded Grainger a five-year contract for maintenance, repair and operations (MRO). Grainger is recognized as Vizient Value First's sole broad based supplier for member's MRO needs. Through this contract, you'll get access to resources that help you streamline your purchasing processes to help take costs out of your business.

About Value First

In partnership with Vizient, the nations' largest member-driven health care services company and Provista the non-acute care subsidiary of Vizient, Value First offers more purchasing power, more contracts and more solutions than ever before. \$100B of combined purchasing power, one powerful supply chain partner. Which adds up to more purchasing power, more contracts and more solutions for your community. Let Grainger and Value First help you solve your most pressuring problems.

Your Vizient Value First Contract Highlights

- **Specialized Customer Support team to assist with quotes, order placement, product questions, invoicing questions, delivery dates, etc. Vizient@grainger.com or call 844-413-9469**
- A market basket of competitive pricing on commonly purchased items
- Prepaid freight* on all standard parcel delivery for Grainger catalog and Grainger.com items
- Deeper category discounts off of the Contract Reference Price covering thousands of products as shown below**

CATEGORY	DISCOUNT**
Safety	5%
Cleaning	5%

Custom Value First Hot List

To help drive contract utilization and consolidation, Grainger offers a customized hot list of 500 unique products that are most relevant to the non-acute market segment.

**Freight for standard parcel delivery is paid by Seller on all orders to Buyer's single place of business anywhere in the contiguous United States. Other terms and conditions apply for other than standard parcel delivery ("Other Freight Services"), including, less than truckload (LTL) shipments, expedited same day delivery, air freight, freight collect, sourced orders, export orders, hazardous materials, Buyer's carrier, shipments outside the contiguous U.S. or other special handling by the carrier. Charges for Other Freight Services must be paid by Buyer.*

****Category discounts are subject to the following terms:**

- Discounts applied to Contract Reference Price. You must sign in to Grainger.com® to see your Contract Reference Price. Category discounts will not apply to: (a) Catalog Products receiving CSP; (b) sourced products; (c) items in any other discount programs; (d) promotional, lot and commodity items; or (e) special pricing programs offered for certain Catalog Products from time to time.*
- If, after applying the category discount above, the price of an individual Catalog Product is below Grainger's cost, Grainger reserves the right to reduce the category discount for that Catalog Product. If at any time a Catalog Product is discontinued for any reason, such Catalog Product will be removed from the category discount program.*
- Grainger reserves the right to determine the appropriate category for a particular Catalog Product.*

Additional Services & Benefits

Your contract provides you access to a full suite of Grainger services and solutions, including:

Safety Solutions

Let Grainger help you keep people safe and healthy while you operate a safer facility. Grainger safety solutions provide you with the products, services and resources to help you avoid injuries and maintain regulatory compliance in your workplace..

Visit grainger.com/safety

Online Purchasing Solutions

Grainger makes online ordering easy with a trio of purchasing solutions.

Grainger.com® Get access to more than 1.5 million products, search tools and express checkout, so you can complete your order with just a few clicks.

Grainger Procurement Solutions Utilize advanced Grainger.com features to help you manage your department's spend and ordering processes.

eProcurement Integrate your purchasing technology directly with more than 65 customer platforms.

Visit grainger.com/onlinepurchasing

Education & Training Opportunities

Check out free monthly healthcare webinars designed around the issues that affect your organization every day.

Visit grainger.com/webinars

Energy Management Programs

Grainger has services to help address energy conservation measures, including energy, lighting and steam audits; lighting retrofits and sustainability initiatives.

Visit grainger.com/green

Contract #FM0020

Effective Dates: 10/1/2017–7/31/2022

For more information:
844-413-9469 | Vizient@grainger.com
or contact your Grainger Rep

GETTING STARTED!

Take Advantage of Everything Your Contract Offers

Your national agreement with Grainger provides your members with access to a suite of solutions to help keep their operations up and running and people safe. Take advantage of:

- **Competitive pricing** on the products you use most.
- **Distribution network:** The Grainger supply chain is built to provide customers with the right products, at the right time and in the right place.
- **Services and solutions:** From safety services and inventory management to OSHA and HACCP audits, Grainger offers hundreds of value-added services and solutions to help you take costs out of your business.
- **Supplier relationships:** Access more than 4,800 suppliers and their product solutions and expertise.
- **Customer service:** Call, click or stop by a branch for product or technical help.

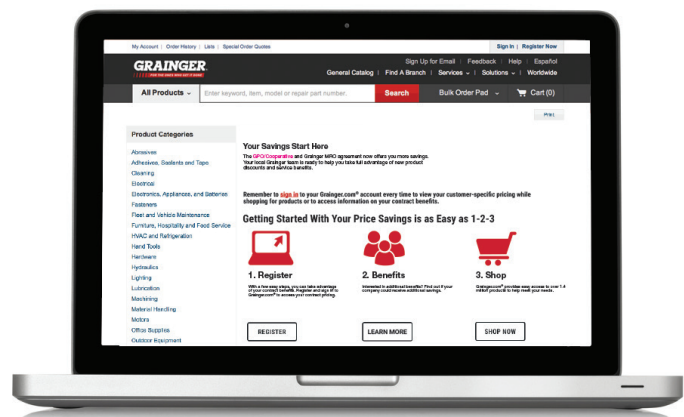
REGISTERING ON GRAINGER.COM®

All online users must register and sign in to Grainger.com® to see your company's specific pricing. To get started, follow these steps:

1. If a new account number is required, contact Grainger Specialized Customer Support at 844-413-9469
2. Register your account number on grainger.com/register
3. Start shopping and save!

WE ARE HERE TO HELP

- Contact the Grainger Specialized Customer Support team at 844-413-9469 or Vizient@grainger.com
- Find additional help online at grainger.com/help



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