



Joint Purchasing Initiative Prospective Vendor Information

The Joint Purchasing Initiative

The JPI, begun in 2002, establishes group purchasing contracts which are open to all interested Jewish day schools. The primary objectives of the JPI are to:

- Streamline and standardize the procurement of goods and services for Jewish day schools, sharing best practices that allow scarce administrative resources to be allocated to other areas;
- Provide access to a wide array of high quality goods and services by leveraging the collective buying power of Jewish day schools;
- Create economies of scale resulting in significant cost savings.

School participation in the JPI is entirely voluntary, and schools may participate in any or all agreements as they choose. JPI is now open to all private schools and early childhood programs

Vendors must commit to the following in order to participate in the JPI:

- Standardized pricing and service levels to all interested Jewish day schools nationwide, regardless of their size or location;
- Group savings which are above and beyond savings available at the individual school/consumer level;
- and production of co-branded marketing materials, to be submitted to JPI in bulk for distribution to schools by JPI throughout the year;
- Marketing assistance, in the form of an allowance or rebate, to offset our expenses in marketing vendor's products and services*;
- Agreement not to use the JPI name or logo in marketing materials without our express permission, which we will not unreasonably withhold;
- Monthly or quarterly reporting of participation by school and dollar level.

For consideration, please submit the following information:

- Organizational overview: Company name and address, length of time in business, annual sales, other relevant information for our consideration;
- Product overview: Specific information on your product line, market share, competitive features, etc;
- Promotional Materials: Samples of the type of marketing collateral your organization will produce for our distribution;
- Pricing: Standard wholesale pricing, and the discount to be offered to schools under the Joint Purchasing Initiative;
- Marketing Assistance: Specific percentage or annual dollar amount of marketing support your organization proposes to provide to JPI*;
- Account representation: Explain who will be responsible for daily customer service and account management.

We will contact your organization within 2 weeks of receipt to further discuss your potential participation.



Please submit the above information to:

Toni Wiley

Director

Joint Purchasing Initiative

70 Bernard Street

Dorchester, MA 02124

*In addition to on-going marketing support, a one-time fee of \$750 must be submitted with your signed agreement prior to listing your organization on the Joint Purchasing Initiative website.