



GROUP PURCHASING PROGRAM REQUEST FOR PROPOSAL

Introduction

EACA is please to entertain bids from interested vendors who want to participate in our Group Purchasing Program.

About the Exhibitor Appointed Contractor Association (EACA)

The Exhibitor Appointed Contractor Association represents and supports the interests of EACs and all other organizations that provide exhibit services on the show floor.

The association is currently comprised of more than 200 member companies representing more than 12,500 full time trade show professionals, and more than 50,000 part time trade show workers.

The mission of the EACA is to create tangible value for its members, and the entire trade show industry, by leveraging the combined strengths of the EAC community. One of the ways we do this is through our Group Purchasing Program.

The EACA Group Purchasing Program allows our members, particularly our small to medium-sized companies to take advantage of the combined purchasing power of our membership by obtaining better rates for the purchase of consumable items that are fundamental to their service offering.

Key Contact:

Jim Wurm, Executive Director
Exhibitor Appointed Contractor Association
2214 NW 5th St.
Bend, OR 97703

T. [541-317-8768](tel:541-317-8768)
D. [541-647-1204](tel:541-647-1204)
F. [541-317-8749](tel:541-317-8749)
E. jimwurm@eaca.com

Preferred method of communication is email



General Program Profile

Launch Date; October 16, 2017

Purchase Process:

1. Members login to the EACA Web site.
2. They connect by API to vendor site and identified as EACA members.
3. Members make purchases and take advantage of appropriate volume level discount.

Vendors

EACA is accepting bids for vendors who supply the following consumable items:

See attached.

Review, Qualifications and Acceptance Process

1. Ability to provide quality products to EACA members at group volume discounts.
2. Must be a member in good standing of EACA at Gold Member level.
3. Revenue share to EACA of 2% of gross sale.

Economic Impact

The EACA currently has 200 corporate members Aggregate annual sales of \$1.5 billion.



Vendor Information

To be included with your written proposal

Please provide the following information pertaining to your sales and operation process for comparison purposes. *Use additional sheets as necessary*

1. Sales Contact & Contact Information:

2. Distribution Contact & Contact Information:

3. Order Processing & Fulfillment Information,
-include volume discount pricing for items you can and will offer

4. Do you participate in other Group Purchasing/Volume Discount Programs?
If yes, please provide details.

5. Does your company participate in other Customer Volume Discount Programs?
If yes, please provide details.

6. Are there additional charges for:
Non-standard items?
Rush orders?

If yes, please explain in detail:

References

Please attach a list of at least 3 current customers that you are servicing in the trade show and exhibition industry.



Please return, along with your written proposal to:

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Deadline to receive proposal is **August 11 ,2017.**

THANK YOU for your interest in serving EACA.