



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



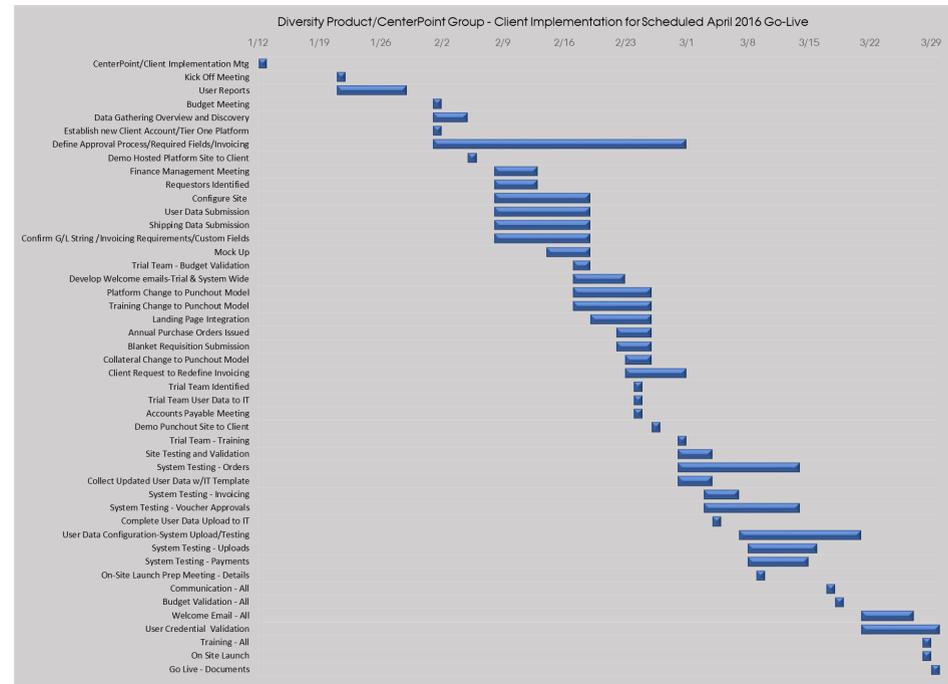
Philadelphia, PA, -- CenterPoint Group, a New Jersey based Consulting and Procurement Company, has been honored by the Eastern Minority Supplier Diversity Council, EMSDC, as Supplier of the Year. The EMSDC is a Regional Council of the NMSDC (National Minority Supplier Development Council).

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 to log in
 - Don't forget to bookmark the link on your desktop or in your Favorite!
- Login: Your email address (example: doe@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 (!, @, #, \$, %, ^, *))

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, office supplies, and more. Our customized program will be available on the Diversity Products portal, or through our Office Depot partnership.

in partnership with **Office DEPOT**

Dedicated Supplier Portal

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

in partnership with **Office DEPOT**

Integrated Website

ABOUT US SUPPLY CATEGORIES CONTACT US CUSTOMER LOGIN

diversity begins here

login

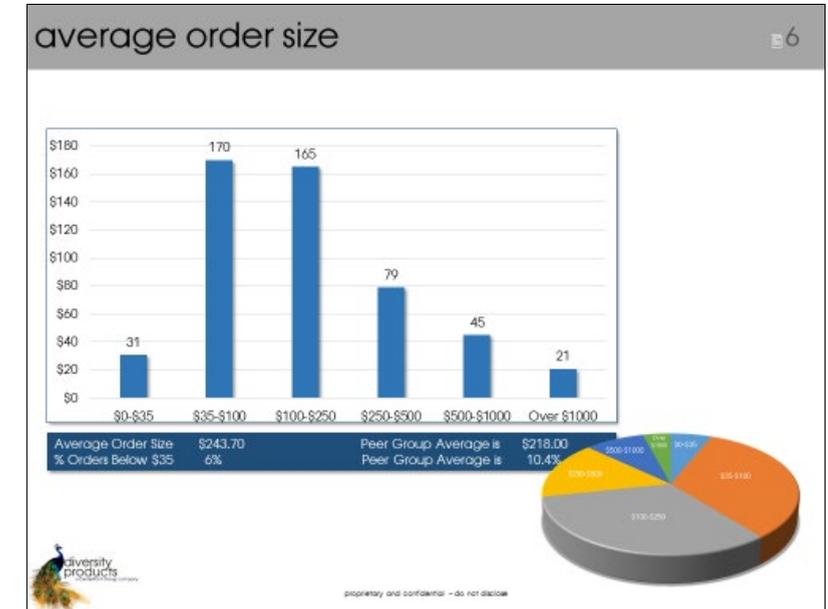
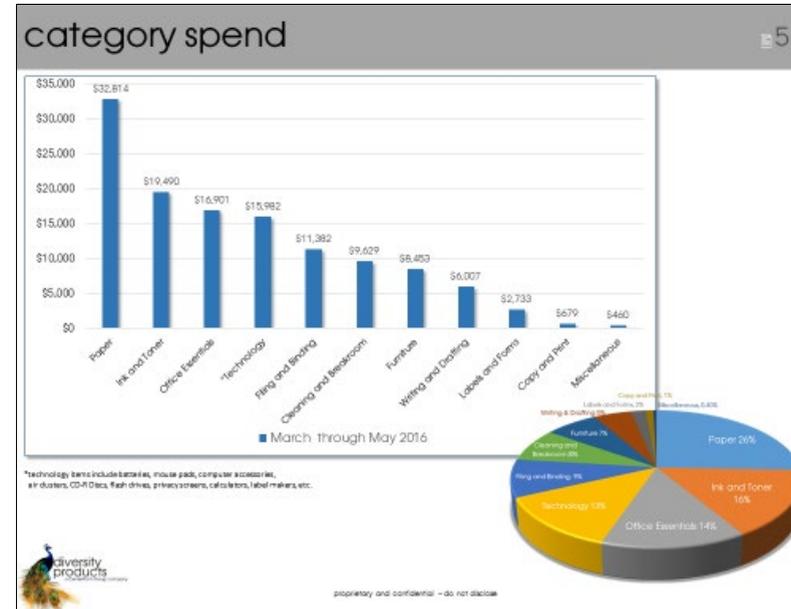
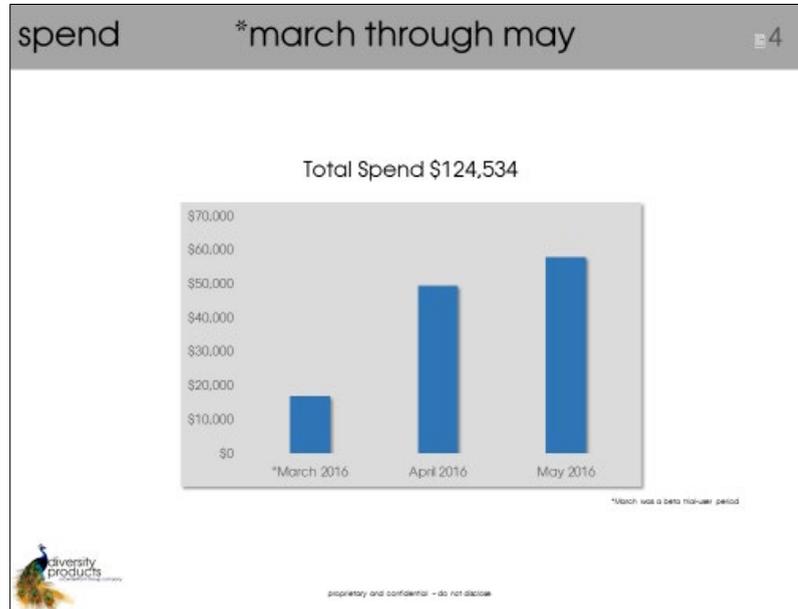
password

create an account

forgot password?

Custom Program Oversight

Earn Tier 1 Spending while receiving Enterprise-Level Service



Spend breakdown by location

| Location | Orders | Spend | Average Order |
|--------------------|--------|-------------|---------------|
| TXF00MIDWAY | 224 | \$63,732.87 | \$284.52 |
| TXFNCHARLESTON | 56 | \$8,828.63 | \$157.65 |
| TXFMIAFMFH | 11 | \$6,112.73 | \$555.70 |
| TXFBATONROUGE | 25 | \$5,076.08 | \$203.04 |
| TXFD3MONIES | 25 | \$4,770.65 | \$190.83 |
| TXFAHDC | 19 | \$4,725.55 | \$248.71 |
| TXFAHHA | 23 | \$4,541.62 | \$197.46 |
| TXFHARTIN | 19 | \$3,816.71 | \$198.02 |
| TXFCROSSCOM | 6 | \$3,192.06 | \$532.01 |
| TXRPEC | 15 | \$3,153.17 | \$210.21 |
| TXJACKSONVILLE | 14 | \$3,076.60 | \$219.76 |
| TXFR0BINSVILLE | 9 | \$1,614.99 | \$179.44 |
| TXFPALMBCHPTH | 11 | \$1,821.91 | \$165.63 |
| MICHIGAN-EVANS | 3 | \$1,108.54 | \$369.51 |
| TXLESTERPFRX | 3 | \$1,069.26 | \$356.42 |
| TXMICHIGANRMH | 4 | \$1,050.83 | \$262.71 |
| TXFAMPAFH | 4 | \$987.10 | \$246.78 |
| TXCOMAHA | 2 | \$726.87 | \$363.44 |
| TXFCOLUMBIA2 | 3 | \$574.64 | \$191.55 |
| TXFNCHRLS430KM | 3 | \$498.51 | \$166.17 |
| TXLESTERPFRK1 | 1 | \$399.60 | \$399.60 |
| TXFGAINESVILLE | 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 |
| TXFCARLSLEPA | 1 | \$190.99 | \$190.99 |
| TXFLCOSTER | 1 | \$190.99 | \$190.99 |
| MICHIGAN-OKONES | 3 | \$178.34 | \$59.45 |
| MICHIGAN-BROWNE | 1 | \$161.98 | \$161.98 |
| MICHIGAN-ALBERSON | 1 | \$133.23 | \$133.23 |
| TXRFEDFORD2 | 1 | \$122.51 | \$122.51 |
| TXFRILLBENC8H | 1 | \$110.99 | \$110.99 |
| TXRMCOUNTRYMAR | 1 | \$107.49 | \$107.49 |
| TXFTMYERSPTH | 1 | \$105.96 | \$105.96 |
| MICHIGAN-FAMBCR | 1 | \$102.28 | \$102.28 |
| MICHIGAN-KOCHNE | 2 | \$100.13 | \$50.06 |
| MICHIGAN-SMITHL | 1 | \$95.97 | \$95.97 |
| MICHIGAN-HESTER | 1 | \$94.47 | \$94.47 |
| GAITO-AMHES | 1 | \$94.19 | \$94.19 |
| MICHIGAN-NELSONKE | 1 | \$89.25 | \$89.25 |
| MICHIGAN-BAUMANT | 1 | \$88.48 | \$88.48 |
| NEWYORK-LUCHAS | 1 | \$83.98 | \$83.98 |
| MICHIGAN-SEAMAIN | 1 | \$80.99 | \$80.99 |
| MICHIGAN-BODERO | 1 | \$80.99 | \$80.99 |
| PA-PUSKAR | 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 |
| TXCHMBRSBRG | 1 | \$37.63 | \$37.63 |
| MICHIGAN-BRANDT | 1 | \$32.31 | \$32.31 |

proprietary and confidential - do not disclose

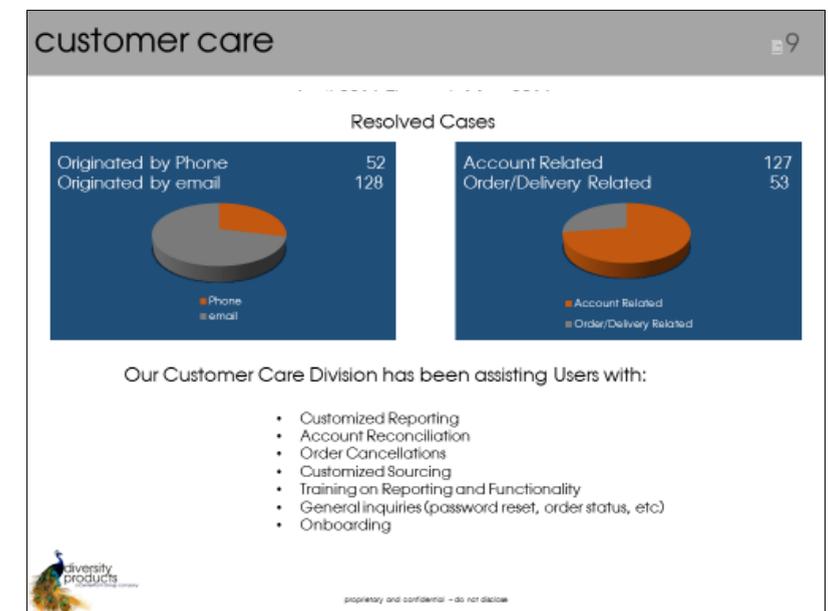
customer care

Onboarded over 80 active New Users through customized "Create an Account" web-access

Launched customized Training Video available to Users on Portal

Implemented "below minimum order" User notifications to alleviate unnecessary shipping charges

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Purchasing Portal

User Friendly Interface and Access to Full Product Assortment

Extensive Reporting

Custom Training Video

Full Suite of Solutions

Access to the same capabilities of a National Supplier



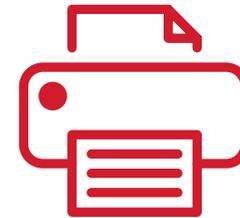
Print & Copy Services

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.



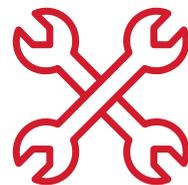
Technology

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

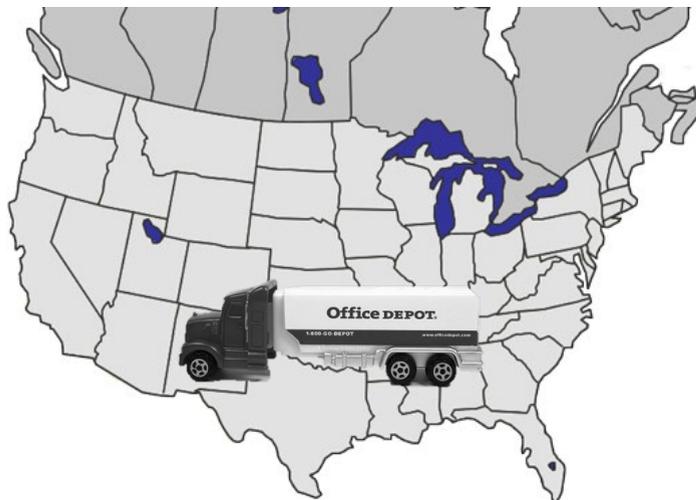
Never run on empty! Sign up for our Subscription Service and get convenient, automatic deliveries of your favorite products, including paper, ink & toner, coffee, water and more!

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

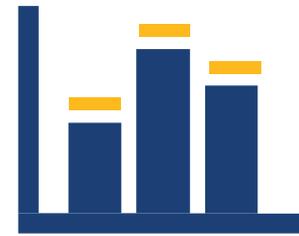
Best Practices

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 | | |

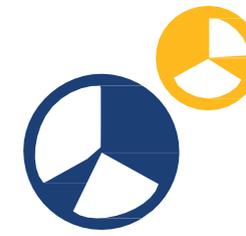
Proprietary Savings Methodology

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

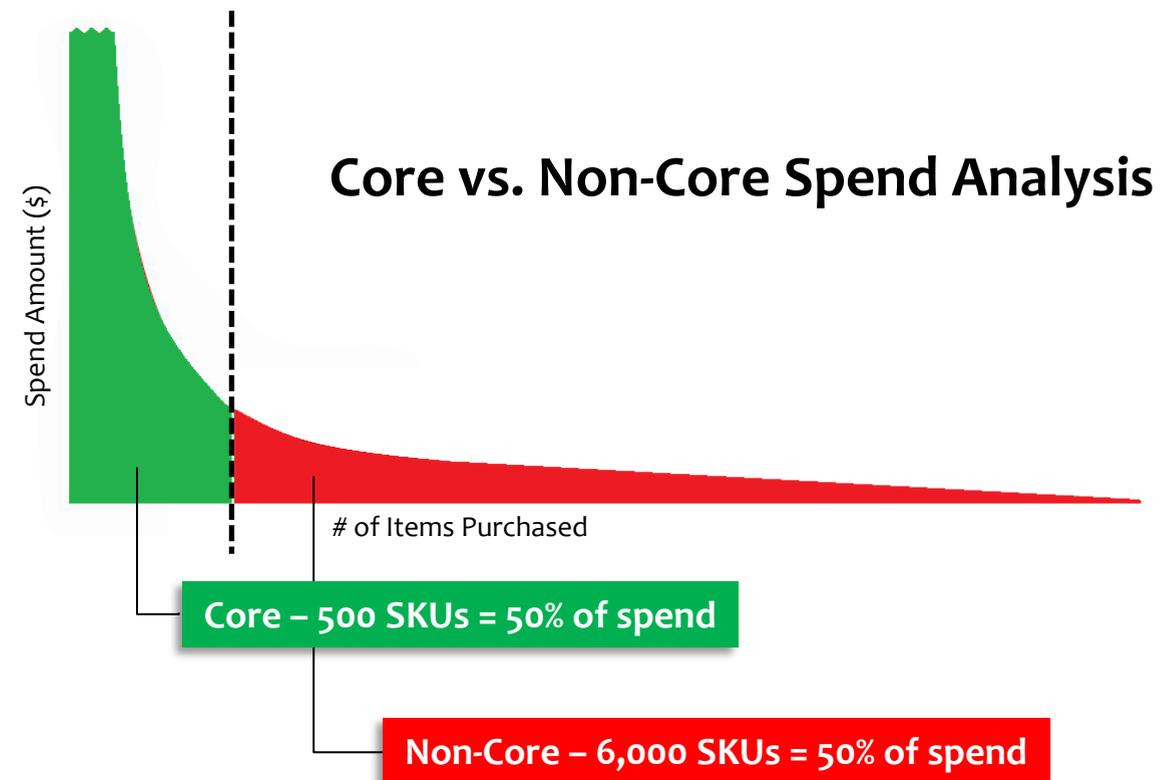
Generate custom reporting to make sure that you are hitting all of your goals.

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

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

You are buying these products



Clorox Disinfecting Wipes
35 Wipes Per Tub Pack Of 3 Tubs

CLOROX WIPES VALUE PK 3/35CT
QTY 238

CLOROX WIPES VALUE PK 3/75CT
QTY 103

LYSOL WIPES 3X35CT
QTY 19

DISINFCT 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



Office Depot® Brand Scissors
8" Straight, Black

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

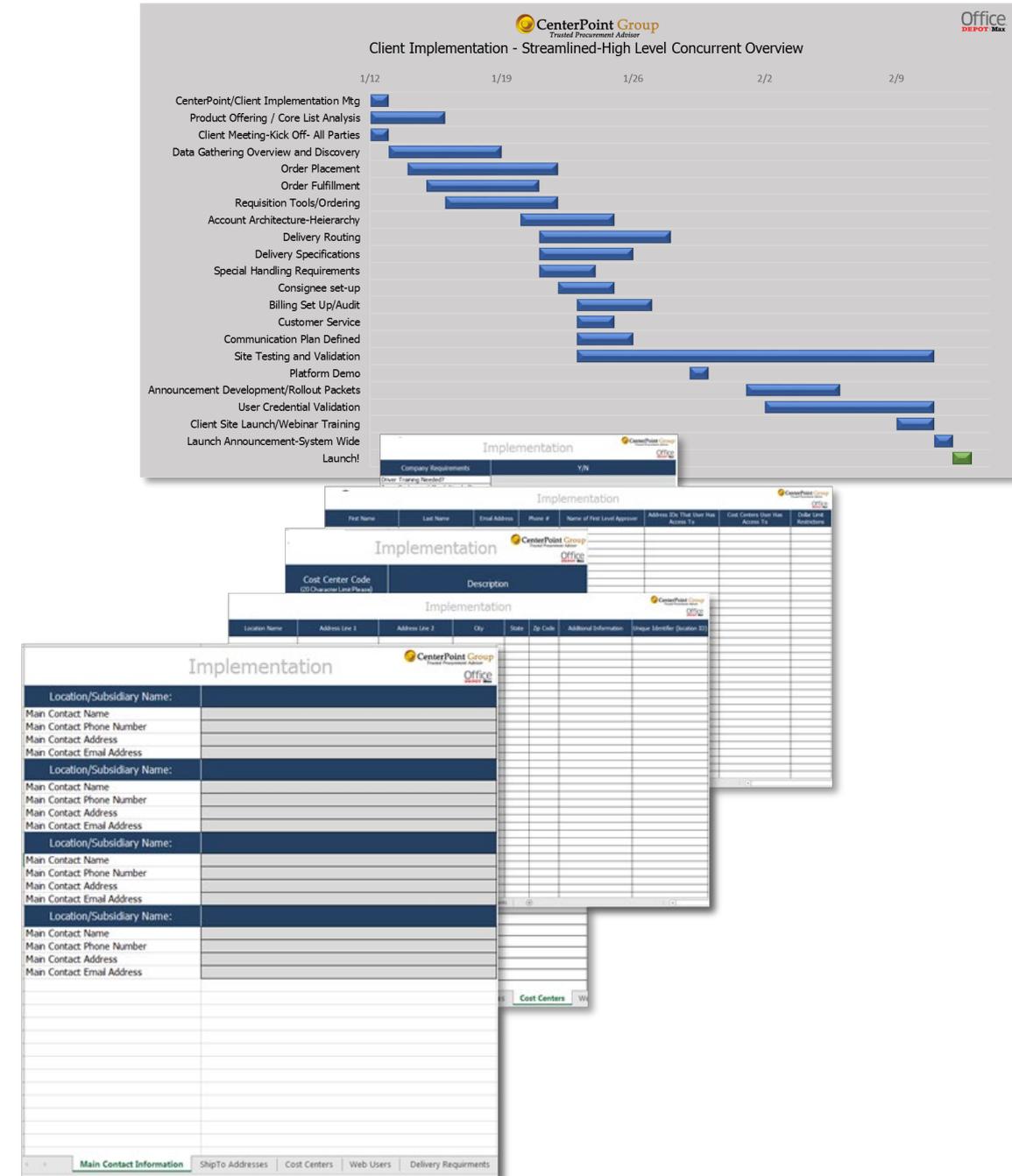
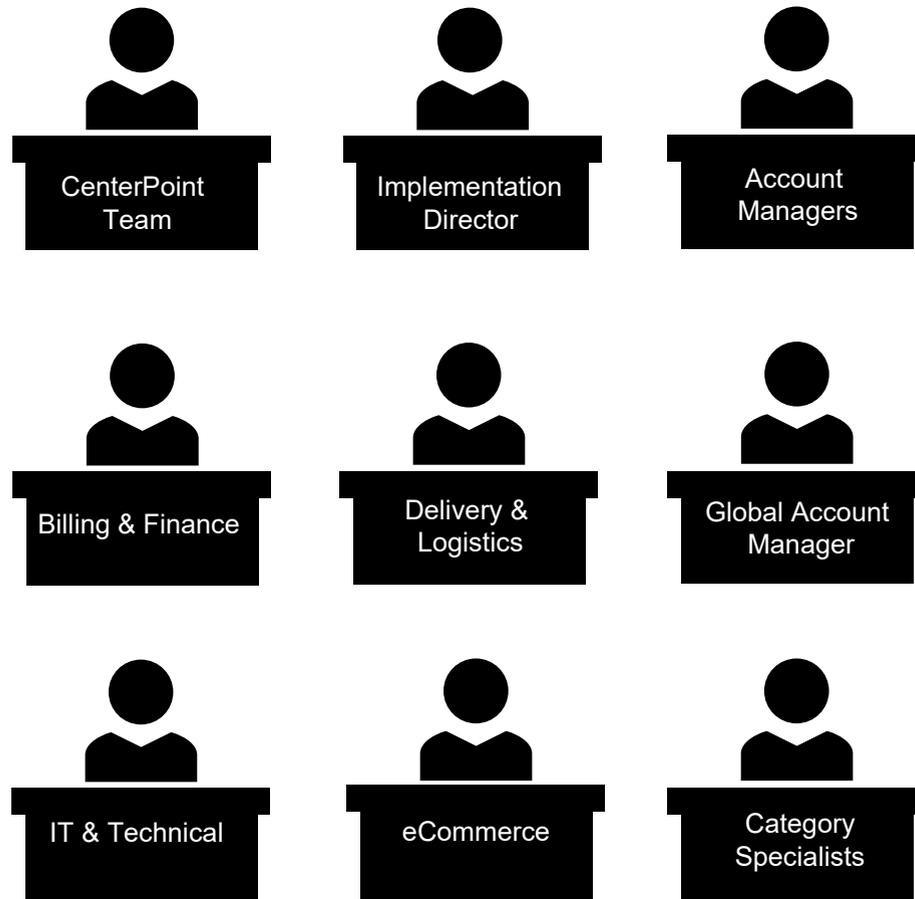
SCISSORS 8IN STRAIGHT
QTY 20

SCISSOR STRAIGHT 8 BLE
QTY 27

Ease of Implementation

Our experienced team will ensure a seamless transition

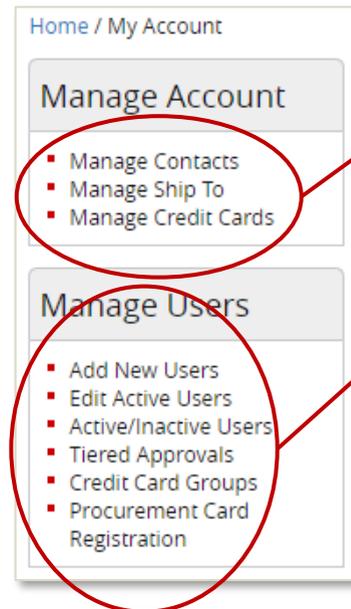
Dedicated teams are engaged with you to coordinate implementation and onboarding. From Site Visits to Program Communications, we ensure all is streamlined and smoothly transitioned according to your unique specifications.



Procurement Technology

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

Administrative Controls



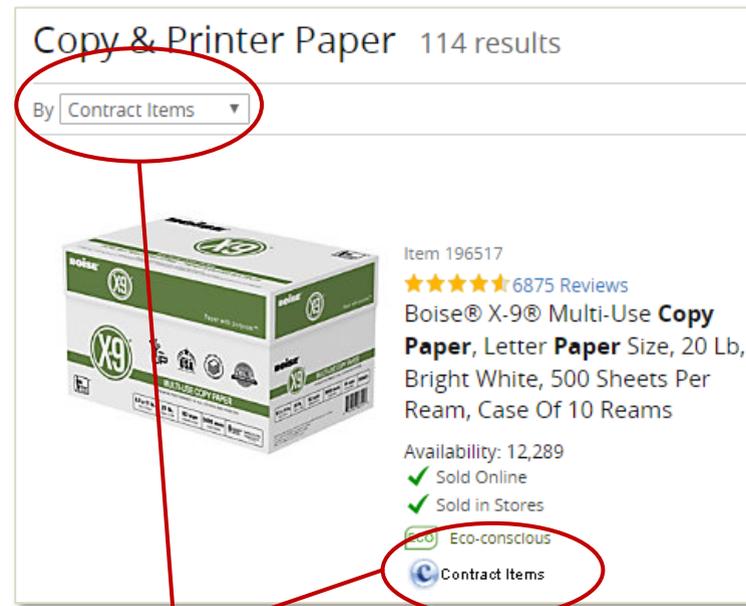
Easy access to adjust account setup

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

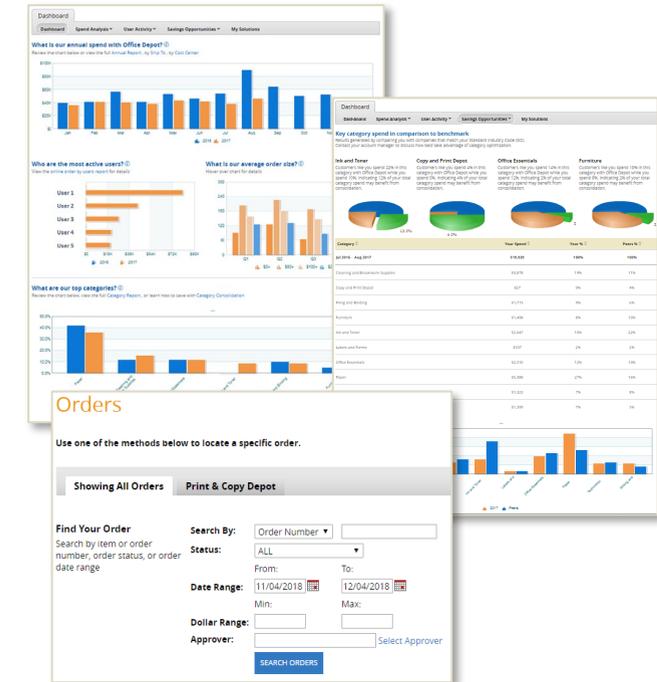


Quickly find best priced contract items

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