

# In Their Words:

## Procurement Professionals Share How Staples Business Advantage Helps Get the Job Done

Evaluating a vendor is a time-consuming and stressful process: every supplier says they are the best, but how can you know for sure? Often the most valuable endorsements come from current clients, but they can be hard to find.

Here, Staples Business Advantage customers in enterprises throughout the country explain how Staples helps them save money and time. With collaborative and dedicated sales reps, an easy-to-use and powerful website, and impressive logistics capabilities, Staples Business Advantage helps businesses of all sizes meet their needs and exceed their goals.



### Expertise

**“Staples Business Advantage is a known entity — we knew we were getting the best products and service in the industry. But the biggest advantage is the consultative partnership. We have a team in place that really knows our business and is consistently reviewing our account to make sure we’re getting the absolute best value. The ongoing high level of support received has helped us fine tune our procurement processes — identifying new opportunities to boost cost and process efficiencies.”**

*Deyan Sharkov — Procurement Supervisor, WuXi AppTec — St. Paul, Minnesota*

“With Staples Business Advantage, we provide our members with a trusted go-to supplier for their most pressing business needs. We’ve done the due diligence on their behalf, negotiated deep discounts and secured volume savings, so all they need to do is place an order and reap the benefits. Now, teachers and schools can use the majority of their budget to focus on learning, which is what our organization is all about.”

*Renai Albaugh  
Manager of Strategic Partnerships  
Association of Christian Schools International  
Colorado Springs, Colorado*

“We’ve gone from using a variety of suppliers to relying on Staples Business Advantage for just about everything. The ACSI contract gives us the autonomy to purchase as we wish, along with the confidence that we’re making smart purchasing decisions aimed at keeping our costs down.”

*Mike Bumgardner  
Purchasing and Accounts Payable  
Harvest Christian Academy — Elgin, Illinois*



## Savings

**“Everyone knows that Staples Business Advantage provides great support, so that was a given for us. The big benefits come with the time and cost savings — through ease of ordering, next-day delivery and streamlined purchasing. **The online ordering gives us direct access to better values. We are automatically notified of less expensive alternatives, allowing us to explore different brand names and minimizing the time and effort spent on procurement.**”**

*Randee Eberhardt — Director of Finance, Westmoreland County Food Bank — Delmont, Pennsylvania*

“For us, the true savings from Staples Business Advantage came in the form of labor, storage and transportation costs. We’re a leaner organization because we rely on Staples to be a one-source provider of our key office products, and as a result we’ve minimized our resources devoted to procurement.”

*Jeff McClintock*  
CFO

*Northumberland County, Pennsylvania*

“We needed to consolidate vendors and work with someone who would help us get the items we need for a lower cost. Staples Business Advantage regularly finds us ways to save money. In a short period of time, it has saved us between 8–10 percent in costs.”

*Nicole Henson*  
Controller, OSPTA  
*Belle Vernon, Pennsylvania*



## Personalized Service

**“One thing I love about my Staples Business Advantage account manager is, even when he sends someone out, he’ll be here as well. **He’ll drive an hour just to show up to a 20-minute meeting; he’s always here when I need him.**”**

*Sabrina Martinez — Purchasing Supervisor, Hotel Allegro Chicago — Chicago, Illinois*

**“We love the personal service touches we get from our reps and the prices associated with our Staples Business Advantage account. I also like that I can have my coffee machine and water cooler billed to the account for less than the competition.”**

*Shari Seidel — Accounts Payable Coordinator, Albea Beauty Solutions USA LLC — New York City*