

Helping businesses work better.

Staples® customers are seeing reduced costs, streamlined purchasing and greener processes as just a few benefits of the program. We always say the customer knows best, so we'll let ours do the talking.



EASY ORDERING SAVES OSPTA TIME AND MONEY

Staples saved **Orthopedic & Sports Physical Therapy Associates** between 8 percent and 10 percent in less than six months. The ease of ordering increased efficiency, saving buyers time and allowing them to focus on other parts of the business. “When looking at other companies to become our office supplier, we looked at many different online ordering options. Our Staples ordering portal is the most comfortable to look at and it’s easy and quick to navigate through, so it reduces stress and administration time for ordering supplies,” says Robin Sztroin, Purchasing Agent at OSPTA.



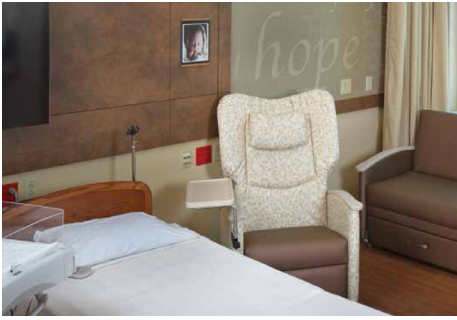
GOING GREEN SAVES SCHOOLS \$30,000 IN FIRST YEAR

As a result of using Staples’ Sustainable Earth products and consolidating to three cleaning solutions across 170 schools, **Charlotte-Mecklenburg Schools** has reduced cleaning supply costs by 20 percent, with more than \$30,000 saved in the first year alone. “Our partnership with Staples has yielded terrific results. We’re saving valuable dollars that can be allocated elsewhere, our facilities have never looked better and our staff is pleased with the cleaning power of the products,” says Rusty Fuller, Custodial Manager at Charlotte-Mecklenburg.



ONLINE ORDERING CUTS COSTS AND UNNECESSARY RESOURCES

As a result of working with Staples, **Northumberland County, Pennsylvania** has greatly reduced costs by eliminating delivery fees, reducing warehouse expenses, and minimizing the hands-on labor needed to oversee procurement. With all of the county’s office supply and facility orders generated online and delivered directly to individual department locations, the county ultimately eliminated its central purchasing office, saving the organization more than \$90,000 annually.



EXPERT COLLABORATION CREATES COMFORT IN HOSPITAL

When it came to the collaboration between Business Interiors by Staples and the staff at **Langlade Hospital** in Wisconsin, the result was clear. “The environment we created was one of comfort and had a presence of home. When we walk through the halls there’s a lot of pride because we achieved our goal. The people we worked with from Staples were nothing less than fabulous,” says Julie Trebus, Materials Manager at Langlade.



MULTIPLE ROOMS DESIGNED AND FURNISHED WITHIN BUDGET

Staples worked closely with **The Salvation Army** to advise on a wide selection of furniture to align with its pricing and design needs for multiple rooms. From modern chairs for the senior ministries room to deck furniture for the pools, Staples helped the nonprofit achieve its goal of “flexibility, uniform quality and multipurpose furniture,” said Benjamin Ovadia, Resource Development Manager at The Salvation Army.



STREAMLINED PURCHASING CUTS EXPENSES FOR FOOD BANK

Westmoreland County Food Bank started working with Staples with two goals in mind: spending less on supplies and improving buying processes overall. “Everyone knows that Staples provides great support, so that was a given for us,” said Randee Eberhardt, Director of Finance at Westmoreland County Food Bank. “The big benefits come with the time and cost savings — through ease of ordering, next business day delivery and streamlined purchasing.”



GREENER PROCESS UPS SCHOOL DISTRICT ATTENDANCE

Keller Independent School District has implemented environmentally conscious cleaning processes alongside consistent, district-wide janitorial training and more efficient procurement processes based on recommendations from Staples. The cleaner buildings contributed to the district’s 98 percent attendance rate — an all-time high.

To find out what other benefits our customers are taking advantage of, visit [StaplesAdvantage.com](https://www.staplesadvantage.com).