



is.group confirms USC award

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US dealer group is.group has confirmed that it has been awarded the US Communities office supplies contract.

is.group is the only supplier to have been awarded the contract which is estimated to be worth up to \$500 million in annual sales.

is.group already has over eight years experience implementing, administering and managing multi-million dollar national accounts as the contract holder with the federal government with its General Services Administration (GSA) multiple award schedule, the Federal Strategic Sourcing Initiative (FSSI) Blanket Purchase Agreement (BPA) and the Army BPA, as well as private sector national accounts contracts.

"The agreement will provide a tremendous opportunity for is.group members to sell business products to thousands of US Communities participating public agencies nationally while allowing those participants to purchase their business products through locally owned dealers that are in their own communities," said Mike Gentile, President and CEO of is.group.

"Securing this business was an important part of our plan in expanding Independent Stationers' 'Your Trusted National Choice' national accounts programme," Gentile continued.

"This is an important value-added benefit for our members and we are excited about the opportunity to develop a comprehensive programme for US Communities which will provide national consistency with personalised local service. We applaud the County of Los Angeles in recognising the abilities of is.group and its dealers to provide a complete solution of competitive pricing and exemplary customer service."

is.group's national accounts programme uses United Stationers' platform and United will be a key partner in the US Communities contract.

"We congratulate is.group on being awarded this contract," said Pat Collins, United's SVP of Sales.

"We are pleased that is.group was able to leverage our nationwide logistical platform and best-in class service, along with our marketing and technology capabilities, to win this opportunity. We believe this award confirms the valuable role that is.group member dealers perform in serving the office supply needs of both public and private organisations in local markets throughout the country. We're proud to help enable their success."

Steve Hamill, General Manager of US Communities, commented: "By Independent Stationers offering lower transparent pricing, local service and continued ease of use, this contract will greatly benefit our programme participants. The County of Los Angeles conducted a very thorough bid process and we're very pleased with the result."

More comment and reaction coming soon on **opi.net**.