



## NEWS RELEASE For Immediate Release

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### TriMega's Point Nationwide and Independent Stationers National Accounts Join Forces to Create New Entity

INDIANAPOLIS, IN & ROSEMONT, IL, August 10, 2015 – Independent Stationers National Accounts (ISNA) and TriMega's Point Nationwide today announced the formation of a Joint Venture, called **EPIC Business Essentials**. This new venture is an important strategic initiative for the two U.S. dealer groups, who have been collaborating on a select basis with national accounts since August 2013.

Through extensive efforts of the Board of Directors of both organizations, working in concert with the staff of the two groups, TriMega and Independent Stationers have agreed to move from the “working together” arrangement to a more strategic position formalized by this joint venture and the new EPIC Business Essentials. EPIC Business Essentials, owned equally by Independent Stationers and TriMega, builds on the groups' existing shared brand of *EPIC* ([www.wherebig happens.com](http://www.wherebig happens.com)), their highly successful joint National Convention, and like the EPIC event, EPIC Business Essentials will represent the industry's leading buying groups partnering together to achieve synergies and success in the independent dealer channel.

“Never before has the combination of technology and sales support been available to nearly 1,000 independent dealers. Meeting the desire of customers for local service is an important focus for national and regional accounts, and the coordinated TriMega / IS dealer network is best suited to fulfill these needs”, said Bryan Kristenson, Chairman of the Board for Independent Stationers.

EPIC Business Essentials will strategically leverage the resources and expertise of both Point Nationwide and ISNA, while bringing a welcome new option to the National Account market. EPIC Business Essentials will artfully combine national coverage with local service through its network of independent dealers. EPIC Business Essentials will be “best in class” for the independent dealer community, creating the largest National and Regional Accounts program and infrastructure in the history of the independent channel.

“This is the combination of the numerous strong contracts, sales team, marketing and infrastructure that ISNA's staff brings to EPIC Business Essentials, as well as the back office staffing and efficient technology that Point Nationwide will leverage to support and grow this business,” remarked Lyle Dabbert, Chairman of TriMega. “We are truly excited about joining forces in this endeavor and showing that the independent dealer channel can indeed work together,” he concluded.

EPIC Business Essentials will provide access to one national front-end ecommerce platform that is integrated with all of the major independent dealer back-end systems. State and local government business, along with the healthcare and commercial contracts through ISNA's U.S. Communities, TCPN and AEPA and other contracts, will become available to both groups' members. All members will also be able to capture federal government ecommerce sales through more than one GSA/FSSI contract holder. More details about this new initiative and EPIC Business Essentials will be shared with members and the

industry in the weeks and months to come – as well as be addressed in detail at the groups' [EPIC 2015](#) event October 6 – 8 at the Cosmopolitan of Las Vegas. Get details and register to attend at [www.wherebighappens.com](http://www.wherebighappens.com) .

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#### **About TriMega Purchasing Association**

TriMega Purchasing Association is a not-for-profit member owned buying group serving office products dealers and technology retailers nationwide. The group helps its nearly 550 members profit through group purchasing, rebate negotiation and tracking, the production of quality marketing materials and information sharing through networking and education at various TriMega events. For more information, contact Michael Morris at [mmorris@trimega.org](mailto:mmorris@trimega.org) or visit [www.trimega.org](http://www.trimega.org), call 847-699-3330 or write to TriMega at [info@trimega.org](mailto:info@trimega.org).

#### **About Independent Stationers**

Founded in 1977, Independent Stationers is a leading global organization providing sales, marketing support and purchasing power for the community based independent office products dealer. The organization's members are located throughout the U.S. and in 5 foreign countries. Collectively, Independent Stationers members produce close to \$4 billion in end-user sales. For more information, please contact Cora Lienemann at Independent Stationers headquarters (Phone: 317-579-1111; e-mail: [cora@independentstationers.coop](mailto:cora@independentstationers.coop)) or visit the Independent Stationers web site at [www.independentstationers.coop](http://www.independentstationers.coop).