



# SCHOOL SYSTEM IMPROVES PROCESS WHILE MINIMIZING COSTS

## Case Study

### BUSINESS CHALLENGE

A public school system consisting of four schools with 600 students in the Mid-Atlantic region of the United States was looking for a way to improve their procurement process. Being a small school system, the school system's staff is responsible for the procurement process of multiple items to maintain the health and wellness of their facilities. Without a large procurement department, purchasing substantial quantities of essential janitorial and sanitation materials can be a lengthy, expensive, and resource-intensive process. The school system had previously been purchasing their janitorial supplies from private label vendors, which had quickly become a costly expenditure year-after-year.

### INDUSTRY

Education

### PRODUCTS

Janitorial Supplies

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### ABOUT THE CUSTOMER

- Customer Type: K-12 School District
- Location: Southeastern US
- 600+ students
- 3 buildings
- 75+ staff



## RESULTS

Because of the OMNIA Partners contract and its purchasing power, the school system was able to:

- Save money with their janitorial supplies
- Receive name-brand products at discounted prices
- Gain access to the same advantages as larger school systems
- Establish a continued relationship with a reliable distributor

## ABOUT NETWORK DISTRIBUTION

Network Distribution® (*Network*) is a global distribution organization supported by the power of local expertise. We work with customers to create and manage supply programs that ensure facilities have the products they need to generate business success.

## SOLUTION

After searching for better options for purchasing the school system's janitorial supplies while minimizing their costs, the school system decided to work with their local Network distributor. Upon their request for assistance, the distributor helped the school system utilize a national cooperative purchasing agreement through OMNIA Partners. This contract helped the school system decrease their spending and secure name-brand janitorial supplies for less than what they had previously been paying for private label products. This was an excellent example of how the purchasing power of cooperatives could be leveraged by organizations of any size.

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## ABOUT OMNIA PARTNERS

OMNIA Partners is the largest and most experienced organization in procurement and supply chain management. Covering both the private and public sectors, OMNIA Partners unites industry-leading buying power and world-class suppliers to offer an extensive portfolio of sourcing solutions and partnerships.