



# *Category Contract Overview*



Jeff Harris, Field Sales Director



# Category Overview



With dedicated account teams, category professionals, innovative brands, best-in-class national distribution and a curated assortment for business, Staples provides customized solutions to help you achieve your goals.

## Staples/Provista Contracts

### Office Supplies BP0013

- TRU RED business essentials to work, create & innovate better
- The basics & beyond from ink & paper to writing instruments to writing & desk supplies
- Products & services for every area of your workspace



### Facilities/EVS FM0197

- Industry-leading brands you know and trust
- Insight from facility specialists
- A custom program designed for your facility needs and your bottom line
- Training programs



### Breakroom BP0013

- Snacks, drinks and coffee from top brands
- Coffee and water services
- Wide assortment of convenient cleaning items including eco-conscious options



### Print & Marketing Services BP1095

- Professional-quality digital prints, custom design services and marketing materials
- Everything from basic copies to full offset printing and wide-format needs



### Promotional Products BP0195

- One of the top distributors of promotional products in the world
- Apparel, headware, bags, coolers, drinkware, corporate gifts and more



### Managed Print Services CE2844

- Printer and copier hardware for lease or purchase from industry leaders
- Save time and money with toner auto procurement and cost per page programs for your printer fleet



### Technology (ext of OP)

- Computing & Print solutions
- NXT Technologies empowering employees to stay connected
- Strategic relationships with industry leading brands like HP, Lenovo, and Brother



# Staples Facility Solutions

Facilities/EVS FM0197  
Breakroom BP0013

The new normal is here. Standards for the facilities where we work, live, learn and play have changed forever. Staples is your resource to plan, prepare and move forward.

## JanSan

- Liners
- Paper Towels
- Bath Tissue
- Soap/ Sanitizer
- Front of the House Cleaning Products
- Kitchen Cleaning Products
- Batteries

## Breakroom

- Perk breakroom items have great quality with a little personality that brings some fun to work
- Coffee brewers, installation & maintenance
- Snacks
- Coffee, water, sodas

## First Aid & Safety

- AED
- First Aid Kit
- CPR Kit
- Wet Floor Signs
- Fire Extinguishers
- Ice Melt

## Floor Care

- Vacuums
- Wet Vac
- Floor Scrubber
- Matting

## Receptacles

- Decorative
- Front of the House
- Back of the House
- Outdoor
- Pet Waste
- Smoker Station
- Recycle Programs

**Partnerships** with industry-leading manufacturers

**Exclusive opportunities** to test new, innovative products

**Exclusive offering** that maintains quality standards with cost savings

**Compliance** with consistent brands and products in all locations nationwide

**Dispenser installation** pricing, support and coordination



Streamlined processes, vendor consolidation and financial incentives all play part in the decision to partner with Staples. Print is anything 'ink to paper'

Solutions include programs from different vantage points, based on member need:

- Marketing/Market Share
- Forms
  - *The patient journey*
  - *Operational Print*
  - *Clinical Print*
- Signage/Window Cling
  - *COVID*
  - *Social distancing / wayfinding*
- Health Fairs/ Community
  - *Marketing*
  - *Education*
- Brand protection
- Non-Acute Clinical and Operational Print
  - *Patient forms*
  - *Patient intake/discharge*
    - *Communication*
    - *Reducing re-admission*
- Custom Packaging
  - *Specialty/Upscale packaging*



**Outdoor Signage**  
Durable and Eye-Catching



**Indoor Signage**  
For Temporary or Long-Term Use



**Marketing Materials**  
Distribute Information Widely



**Folders**  
Keep Important Documents Together



**Labels**  
Make Messages Stick Anywhere



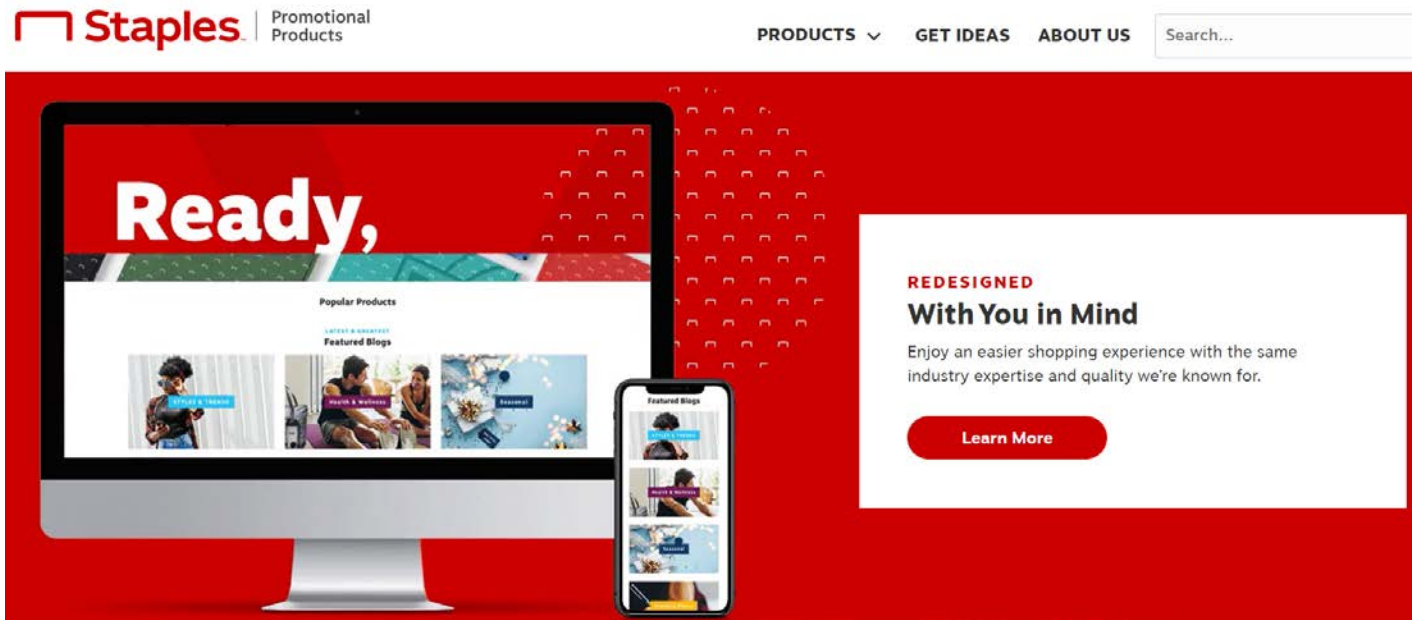
**Forms**  
Capture Necessary Information

# Promotional Products

Staples can help you truly maximize your marketing spend to make a lasting impact and personal connection with your target audience. Our mission is to revolutionize brand experiences worldwide - not for you, with you. With over 65 years of experience, no one does branded merchandise better.

- Superior service and solutions customized to your unique needs
- Creative and custom products differentiated by your brand, not just your logo
- Access to the latest trends, styles and technologies

## Promotional Products BP0195



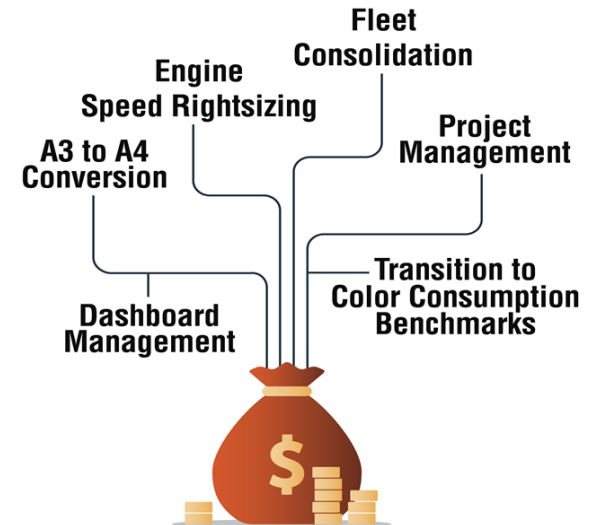
## Managed Print Services



DEX Imaging is the digital document imaging division of Staples, the world's largest business solutions provider. DEX sells and services the broadest selection of copiers, printers and data management solutions in the industry, such as HP, Konica Minolta, Canon, Kyocera and numerous others.

### DEX's Cultural Change Approach:

- Fleet Consolidation (COPY & PRINT)
- Engine Speed Rightsizing
- A3 (11x17) to A4 Conversion
- Color Consumption Benchmarks
- Dashboard Management
- Project Management
- Cultural Change: Ongoing stewardship from our team of industry experts who are invested in each customer's success



### Benefits:

- Over 40% Expense Reductions: Copiers, Printers, Service & Supplies
- Broad Geographic Coverage: Industry-Leading, Nationwide Service  
(Network location in every city in the United States with Real-Time Reporting)
- Diverse Customer Base & Vertical Expertise across a wide spectrum of industries  
(Healthcare, Banking & Financial, Real Estate, Manufacturing, Retail, etc.)

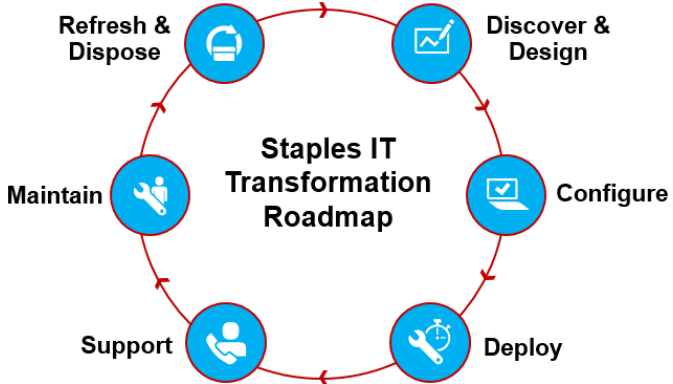
# Staples Technology Solutions

You know Staples as the national leader in providing office supplies and furniture solutions. We have been helping customers keep their businesses running smoothly for over 30 years. We can do even more.

**Staples Technology Solutions** has best-in-class capabilities to assist your organization in all facets of technology. From purchasing hardware to providing end-to-end solutions, we can help manage your complete technology lifecycle.



- Everyday Technology
- Cybersecurity Solutions
- Imaging/Asset Tagging
- Warehousing/Kitting
- IT Help Desk
- Managed Mobility
- National Deployments
- Document Management
- Cloud Solutions
- Computing
- Workplace Safety
- Mobility



# Benefits of doing business with Staples

- #1** paper distributor in the U.S. means you will never be out of paper
- #1** national janitorial supplies distributor provides you with same product nationwide
- #1** in promo products 9 years with largest brands trusting us with their brand strategy
- #1** in HP toner, tech supplies and partner for Managed Print Services
- #5** ecommerce website in the U.S. making it easy to get what you want when you want it
- 300+** e-procurement systems integration expertise for a seamless implementation
- 65%** of the Fortune 100 trust us as their strategic partner
- 600K+** business products for your specific needs
- 675K +** cartons of product are delivered daily nationwide
- 90%** customer service calls resolved the 1<sup>st</sup> time



*Thank You*

**Questions? Have a member  
interested in a discovery call or  
capabilities presentation?**

*Contact:*

**Jeff Harris (Staples)**

**(p) 412-580-8955**

**(e) [Jeff.Harris@staples.com](mailto:Jeff.Harris@staples.com)**