

creating essential value



Essensa membership is completely **free**.

Contact an Essensa Client Service Associate today by phone at **(866) 430-5330**, or email **info@essensa.org** for more information or to become a member.

From foodservice and housekeeping products to back-end services, Essensa delivers cost savings, supply chain management, and comprehensive customer support to over 400 hospitality providers nationwide. As a group purchasing organization (GPO) that serves hotel and hospitality groups, Essensa uses the total purchasing volume of all its members to negotiate discounts with manufacturers, suppliers, and service providers.

Whether you are a boutique hotel or part of a large hotel chain, Essensa can help you improve your bottom line without compromising quality. Our broad portfolio includes over 2,000 contracts that offer discounts on thousands of products and services for all aspects of your business. Additionally, Essensa's affiliation with Premier, our national group purchasing partner, allows us to leverage a total volume of over \$41 billion—which means more power to negotiate significantly discounted contract pricing.

Essensa offers a wide range of products and services to meet all of your business needs, including:

- Advertising Services
- Car Rentals
- Credit Card Services
- Elevators, Escalators & Dumbwaiters
- Flooring, Carpet & Floor Care
- Foodservice Products & Services
- Housekeeping & Laundry Products & Services
- HVAC Equipment
- Maintenance, Repair & Operations (MRO)
- Office Supplies
- Paint

- Payroll, Executive Recruiting & Employee Background Checks
- Pest Elimination
- Printers, Copiers & Facsimiles
- Uniforms

As an Essensa member, you get access to our foodservice program with US Foods, one of the largest food distributors in the United States. You can see immediate time and cost savings on foodservice purchases by taking advantage of our US Foods contract.

You can also benefit from

- small distribution costs and locked-in category mark-ups
- committed Manufacturer Agreements covering in excess of 50,000 high-quality products
- a portfolio with the broadest range of foodservice products, including sustainable, organic, and transfat-free products

Why Essensa?

- Access to on-staff industry experts
- Access to Premier's Supply Chain Advisor® (an online catalog of savings)
- Employee Discount Program (EDP) in which your employees can save on office supplies, car rentals, technology & more
- Personalized customer service
 - Client Service Associates at Essensa headquarters
 - Regional Managers in the field
 - EDP Coordinators available to provide your employees with their discounts
- Updates on contract changes

Follow **EssensaGPO**



Essensa is affiliated with  **PREMIER**

HOTELS AND HOSPITALITY GROUPS

Spring 2015

Subcategory	Contract Name	Vendor	Contract Number	Expiration Date
ADMINISTRATIVE , FINANCIAL & MANAGEMENT SERVICES				
DISASTER & EMERGENCY PREPAREDNESS	Disaster & Emergency Response Products and Services	EnMagine	PP-SV-011	04/30/17
	Disaster & Emergency Response Products and Services	Hertz	PP-SV-012	04/30/17
	Disaster Recovery Solutions	COOP Systems	PP-IT-110	04/30/16
	Disaster Recovery Solutions	Peak 10	PP-IT-109	
	Disaster Recovery Solutions	SunGard	PP-IT-108	04/30/16
FINANCE	Corporate Billing Solutions/ Expense Management Services	American Express	GNYHA-SS-031	06/30/15
	Credit Card Services	Paymentus	PP-SV-044	11/30/17
	Credit Card Services	Solupay Consulting	PP-SV-045	11/30/17
	Credit Card Services	Summit Processing Group	IE-SS-001	11/30/15
	Credit Card Services	Sun Communications	PP-SV-046	11/30/17
	Credit Card Services	USPAY Group	PP-SV-043	11/30/17
	Payroll Processing	Summit Processing Group	IE-SS-003	05/01/15
HEALTH & OTHER INSURANCE BENEFITS	Brokerage & Consulting Services	Omni Managed Health	IE-HR-006	08/31/15
HUMAN RESOURCES	Background Check Services	eVerifile	SD-SV-001	02/28/18
	Background Check Services	JD Palatine	PP-SV-052	02/28/18
	Background Check Services	MBI Worldwide	PP-SV-053	02/28/18
	Background Check Services	OPENonline	PP-SV-054	02/28/18
	Background Check Services	Pre-Employ	PP-SV-055	02/28/18
	Background Check Services	Private Eyes	PP-SV-056	02/28/18
	Car Rental Services	Hertz	PP-SV-041	10/31/17
	Moving Services	Armstrong Relocation	PP-SV-034	07/31/17
	Moving Services	Atlas Van Lines	PP-SV-035	07/31/17
	Moving Services	Ewing Moving Service	PP-SV-036	07/31/17
	Moving Services	Graebel Companies	PP-SV-038	07/31/17
	Moving Services	Wheaton Van Lines	PP-SV-039	07/31/17
MARKETING	Advertising Services	American Solutions for Business	PP-AC-073	03/31/16
	Advertising Services	Marketing Resource Solutions	SD-AC-002	03/31/16
	Service Awards & Related Products	Artcraft Promotional Concepts	PP-MM-227	05/31/16
	Service Awards & Related Products	Grapevine Designs	SD-MM-017	05/31/16
	Service Awards & Related Products	Positive Promotions	PP-MM-221	05/31/16
	Service Awards & Related Products	Proforma Promographix	PP-MM-223	05/31/16
	Service Awards & Related Products	WorkflowOne	PP-MM-222	05/31/16
Yellow Pages Advertising	BVK Direct	PP-MM-177	12/31/15	
TRAVEL SERVICES	Travel Services	Egencia	PP-SV-008	11/30/16

HOTELS AND HOSPITALITY GROUPS

Spring 2015

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DELIVERY, SHIPPING & FREIGHT MANAGEMENT				
INBOUND/OUTBOUND	Inbound & Outbound Freight	FedEx	PP-MM-226	05/31/16
SHIPMENT AUDIT SERVICES	Shipment Audit Services	Shipment Trackers	IE-MM-005	06/30/17
FACILITY MANAGEMENT & MAINTENANCE				
AIR FILTRATION	Air Filtration Products	Koch Filter	PP-FA-352	08/31/15
	Air Filtration Products	Tri-Dim Filter	PP-FA-353	08/31/15
ELEVATOR, ESCALATOR & RELATED PRODUCTS	Conveying Systems: Elevator, Escalator & Other Products and Services	KONE	PP-FA-356	10/31/15
	Conveying Systems: Elevator, Escalator & Other Products and Services	Otis Elevator	PP-FA-354	10/31/15
	Conveying Systems: Elevator, Escalator & Other Products and Services	Thyssenkrupp Elevator	PP-FA-355	10/31/15
FACILITY MANAGEMENT	Pest Elimination Services	Epcon Lane	PP-SV-002	02/28/17
	Pest Elimination Services	Orkin	PP-SV-003	02/28/17
FLOORING PRODUCTS & SERVICES	Floor Care Equipment & Services	Nilfisk-Advance	PP-FA-418	02/28/17
	Floor Care Equipment & Services	Tennant	PP-FA-417	02/28/17
	Flooring Products & Services	Forbo Flooring	PP-FA-372	11/30/15
	Flooring Products & Services	Graniti Vicentia	PP-FA-373	11/30/15
	Flooring Products & Services	Johnsonite	PP-FA-374	11/30/15
	Flooring Products & Services	Mannington	PP-FA-375	11/30/15
	Flooring Products & Services	Mondo America	PP-FA-376	11/30/15
	Flooring Products & Services	Pawling	SD-FA-021	11/30/15
	Flooring Products & Services	Shaw Industries	PP-FA-377	11/30/15
	Flooring Products & Services	Tandus Centiva	PP-FA-378	11/30/15
GENERAL CONTRACTOR/ CONSTRUCTION MANAGEMENT FIRMS	Construction Services	Bolt Construction	IE-FA-009	05/30/16
	Construction Services	Rodgers Builders	PP-FA-335	04/30/15
	Construction Services	Zak Companies	PP-FA-338	04/30/15
GROUNDSKEEPING/ LANDSCAPING	Lawn Care Services	Northwest Companies	PP-FA-379	10/31/15
HOUSEKEEPING	Housekeeping Products	3M	PP-FA-470	01/31/18
	Housekeeping Products	Diversey	PP-FA-471	01/31/18
	Housekeeping Products	Spartan Chemical	PP-FA-473	01/31/18
	Housekeeping Products	Wexford Labs	PP-FA-474	01/31/18
	Laundry Products & Services	Diversey	PP-FA-364	12/31/15
	Laundry Products & Services	Ecolab	PP-FA-365	12/31/15
	Laundry Products & Services	Gurtler Industries	PP-FA-366	12/31/15
	Laundry Products & Services	MidLab	PP-FA-367	12/31/15

HOTELS AND HOSPITALITY GROUPS

Spring 2015

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HOUSEKEEPING (CONTINUED)	Laundry Products & Services	Spartan Chemical	PP-FA-369	12/31/15
	Laundry Products & Services	State Industrial Products	PP-FA-370	12/31/15
	Laundry Products & Services	Swisher Hygiene	PP-FA-371	12/31/15
	Warewashing, Laundry & Housekeeping	State Industrial Products	IE-FA-372	08/14/17
HVAC	HVAC Equipment, Controls & Services	Daikin Applied	PP-FA-387	12/31/15
	HVAC Equipment, Controls & Services	Lennox International	PP-FA-388	12/31/15
JANITORIAL/ SANITATION	Can Liners	Heritage Bag	PP-FA-444	07/31/17
	Can Liners	Inteplast Group	PP-FA-446	07/31/17
	Can Liners	Pitt Plastics	PP-FA-445	07/31/17
	Cleaning & Home Products	Reckitt Benckiser	IE-FA-014	01/31/18
	Paper & Janitorial Supply Distribution	Afflink	PP-FA-447	10/31/17
	Paper & Janitorial Supply Distribution	AmSan	PP-FA-448	10/31/17
	Paper & Janitorial Supply Distribution	Hercules & Hercules	PP-FA-449	10/31/17
	Paper & Janitorial Supply Distribution	Materials Management Services	PP-FA-450	10/31/17
	Paper & Janitorial Supply Distribution	Network Services	PP-FA-451	10/31/17
	Paper & Janitorial Supply Distribution	Triple S	PP-FA-452	10/31/17
	Paper & Janitorial Supply Distribution	Veritiv	PP-FA-453	10/31/17
	Paper Towels & Tissue	SCA Tissue	IE-FA-005	05/31/15
	Paper Towels, Tissues & Dispensers	Georgia-Pacific	PP-FA-407	09/30/16
	Paper Towels, Tissues & Dispensers	Kimberly-Clark	PP-FA-408	09/30/16
	Paper Towels, Tissues & Dispensers	Von Drehle	PP-FA-409	09/30/16
Soaps, Lotions and Waterless Hand Rinses	Steris	PP-NS-851	09/30/17	
LIGHTING SOLUTIONS	Lighting Solutions	Custom LED Solutions	IE-FA-012	06/30/17
MRO	Maintenance, Repair & Operations	Graybar Electric	PP-FA-438	04/30/17
	Maintenance, Repair & Operations	Interline Brands	PP-FA-440	04/30/17
	Maintenance, Repair & Operations	Mayer Electric Supply	PP-FA-439	04/30/17
	Maintenance, Repair & Operations	Wesco International	PP-FA-441	04/30/17
	Maintenance, Repair & Operations	W.W. Grainger	PP-FA-437	04/30/17
PAINT & RELATED PRODUCTS	Paint & Related Sundries	PPG Industries	PP-FA-391	02/28/16

HOTELS AND HOSPITALITY GROUPS

Spring 2015

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ROOFING	Roofing Products, Systems & Services	Nations Roof	PP-FA-344	05/31/15
	Roofing Products, Systems & Services	Simon Roofing	PP-FA-345	05/31/15
	Roofing Products, Systems & Services	Team Roofing	PP-FA-343	05/31/15
	Roofing Products, Systems & Services	The Garland Company	PP-FA-341	05/31/15
	Roofing Products, Systems & Services	Tremco	PP-FA-342	05/31/15
SECURITY PRODUCTS & SERVICES	Contract Managed Security Services	AlliedBarton Security Services	IE-FA-048	05/31/16
	Fire, Life Safety, Security Systems & Services	Pop-A-Lock	PP-FA-384	12/31/15
	Fire, Life Safety, Security Systems & Services	Odyssey Technologies	PP-FA-383	12/31/15
	Fire, Life Safety, Security Systems & Services	Siemens	PP-FA-385	12/31/15
VEHICLES	Patient & Public Ground Transportation	TESCO	PP-AC-088	09/30/16
	Patient & Public Transit/Multi-Passenger Vehicles	Mobility Works	IE-AC-001	08/31/15
WATER TREATMENT	Water Treatment Products, Systems & Services	Chem-Aqua	PP-FA-431	03/31/17
	Water Treatment Products, Systems & Services	Garratt-Callahan	PP-FA-432	03/31/17
	Water Treatment Products, Systems & Services	Water Engineering Services	PP-FA-434	03/31/17
FOODSERVICE, PRODUCTS & SUPPLIES				
DISTRIBUTION	Broadline Food and Supply & Foodservice Distribution	HFM Foodservice	PP-DI-775	06/30/15
	National Foodservice Distribution	US Foods	PP-DI-001C	06/30/17
EQUIPMENT, SUPPLIES & SERVICES	Foodservice Equipment	Tiger Chef	IE-DI-024	02/28/16
	Foodservice Equipment Repair	GCS Service	PP-DI-876	12/31/16
	Foodservice Equipment & Supplies Distribution	Hubert	PP-DI-932	05/31/17
	Foodservice Equipment & Supplies Distribution	US Foods	PP-DI-933	05/31/17
	Foodservice Equipment, Supplies Distribution & Kitchen Design Services	Edward Don & Company	PP-DI-930	05/31/17
	Foodservice Equipment, Supplies Distribution & Kitchen Design Services	Supply America	PP-DI-929	05/31/17
	Foodservice Equipment, Supplies Distribution & Kitchen Design Services	Wasserstrom	PP-DI-931	05/31/17
VENDING MACHINES & SERVICES	Vending Machines & Services	Gilly Vending	PP-DI-987	12/31/17
	Vending Machines & Services	Vendture	PP-DI-989	12/31/17

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Spring 2015

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INFORMATION TECHNOLOGY				
HARDWARE/SOFTWARE	Hardware & Software Resellers	Paragon Development Systems	PP-IT-135	09/30/17
	Hardware & Software Resellers	PC Connection	PP-IT-134	09/30/17
	Hardware & Software Resellers	Zones	PP-IT-136	09/30/17
INTERNET , LAND LINES (VOIP)	Communications Products & Services	Fusion Telecommunications	IE-IT-002	11/17/15
TELECOMMUNICATIONS	Telecommunications	CrosStar Network Solutions	IE-IT-005	05/31/17
WIRELESS & DATA SERVICES	Cellular Voice & Data Services	Verizon Wireless	PP-IT-084	07/31/15
LINENS, UNIFORMS & PRODUCTS				
LINENS & UNIFORMS	Reusable Textiles & Textile Services	American Dawn	PP-FA-359	11/30/15
	Reusable Textiles & Textile Services	Encompass Group	PP-FA-360	11/30/15
	Reusable Textiles & Textile Services	ICP Medical	SD-FA-024	11/30/15
	Reusable Textiles & Textile Services	Medline Industries	PP-FA-361	11/30/15
	Reusable Textiles & Textile Services	Phoenix Textile	PP-FA-362	11/30/15
	Reusable Textiles & Textile Services	Standard Textile	PP-FA-363	11/30/15
PERSONAL KITS	Houseware & Hospitality Kits	Complete Kits & Lodging	IE-FA-016	02/28/18
OFFICE SUPPLIES, FURNITURE & TECHNOLOGY				
OFFICE SUPPLIES	Office Supplies	American Office Products Distributors	PP-MM-236	07/31/16
	Office Supplies	Friends Business Source	PP-MM-231	07/31/16
	Office Supplies	Materials Management Services	SD-MM-019	07/31/16
	Office Supplies	Peck's Office Plus	IE-MM-004	05/31/17
	Office Supplies	Office Depot	PP-MM-232	07/31/16
	Office Supplies	OfficeMax	PP-MM-233	07/31/16
	Office Supplies	Staples	PP-MM-234	07/31/16
	Office Supplies	Weeks Lerman	IE-MM-006	07/31/17
PRINTERS/COPIERS/FAX	Printers, Copiers & Facsimile Devices	Konica Minolta	PP-IT-091	12/31/15
	Printers, Copiers & Facsimile Devices	Ricoh	PP-IT-090	12/31/15
	Printers, Copiers & Facsimile Devices	Xerox	PP-IT-089	12/31/15

Eligibility is subject to vendor approval. While every reasonable effort has been made to make this list accurate, information changes rapidly and Essensa makes no guarantees of any kind, including guarantees as to the accuracy of this list. The list is for informational purposes only and does not create a legal agreement or place any obligations on Essensa.