

STRATEGIC SPEND ASSESSMENT





October 2025 | Confidential

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This SSA report and any accompanying documents contain information that is sensitive and confidential to the college or university who received it. Please do not share this information with any parties or individuals outside your organization.

Danville Area Community College

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SUMMARY



Executive Summary

Report Timeframe | July 1, 2024 to June 30, 2025

Spend Overview

\$15.9 million

Total spend submitted by your institution

1.6 thousand

Transactions searched within your spend file

Report Findings



E&I Supplier Reported Contract Spend

- **\$0.0M** in E&I active contract portfolio utilization
- **100.0%** decrease from year prior



Contract Spend Variance

- **\$0K** in variance identified
- **0** suppliers identified



Contract Portfolio Alignments

- **\$661K** in alignment opportunities
- **17** suppliers identified



Spend Categorization and Consolidation

- **\$9.4M** categorized spend
- **59.4%** categorization
- **\$1.5M** in consolidation opportunities



Strategic Roadmap Alignment Opportunities

- **\$21.6K** with suppliers in future project areas
- **2** projects identified

59.4%

of your spend is categorized and analyzed in this report



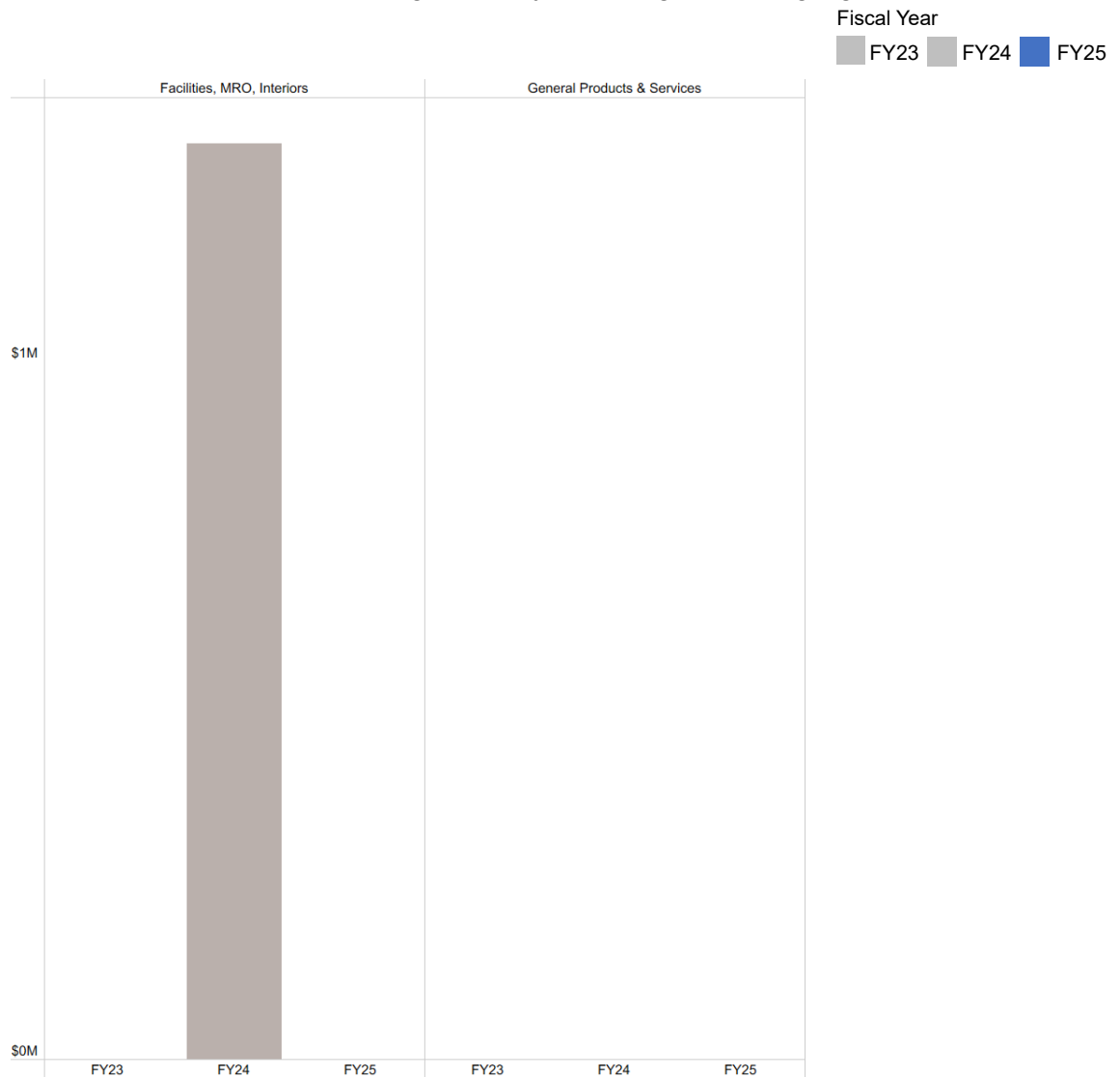


1. E&I Supplier Reported Contract Spend

Understanding your institution’s current spend with E&I’s contact portfolio is foundational for us to serve you effectively. Below are snapshots of your institution’s contract purchases in the E&I portfolio for the past three years. E&I’s suppliers provide the data that is contingent upon timely reports tied to contractual terms.

Three Year Overview

Your purchases on active E&I contracts is organized by our categories to highlight clear patterns.





Overview with Contract Detail

Your three-year purchase totals are broken out by each E&I supplier. At the supplier level, totals are highlighted based on the amount of spend to emphasize contract utilization, or lack thereof.

Low to High Dollars





			FY23	FY24	FY25
Facilities,	CORE Construction Services of..	CNR01441		\$1,295,577	
MRO, Interiors	United Rentals	CNR01438		\$1,476	
Total				\$1,297,053	
Grand Total				\$1,297,053	





2. Contract Spend Variance

This section identifies any variances in spend volumes on E&I contracts that you are currently using, which could be impacting the amount of any potential patronage distributions due to your institution. Your evaluation of the findings will help us determine if under-reporting of your contract purchase volume is occurring, so we can take the appropriate steps in resolving the disparities.

 E&I Supplier Reported Purchases  Member Spend
**Graph label values are \$ Variances*

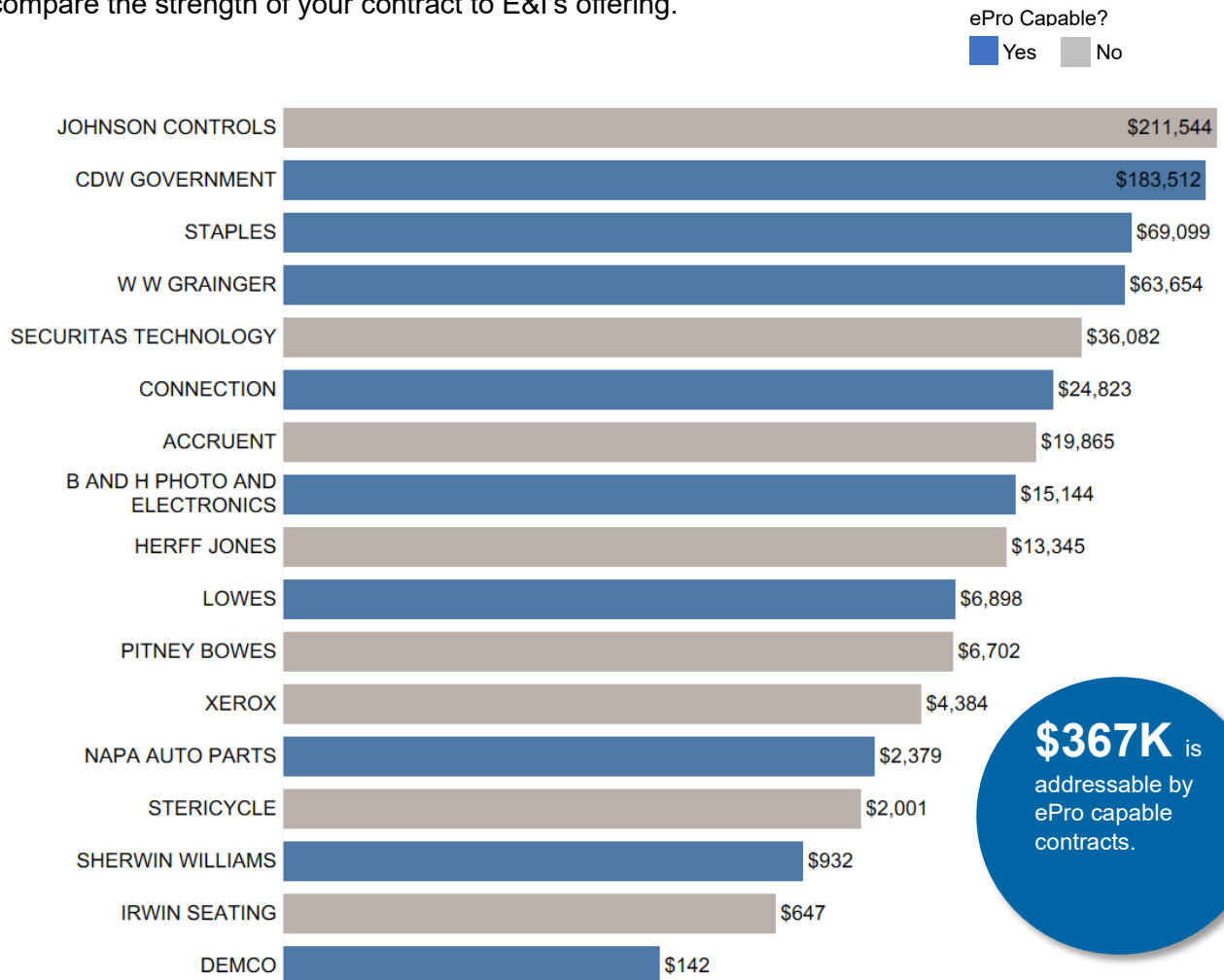
No Variance Identified





3. Contract Portfolio Alignments

We have identified exact supplier matches between E&I's contract portfolio and your current supply base. If you do not presently hold contracts with these suppliers, this represents an opportunity to manage this spend under contract and realize additional cost savings while using the same suppliers. If you do hold contracts with these suppliers, it provides an opportunity to compare the strength of your contract to E&I's offering.



\$367K is
 addressable by
 ePro capable
 contracts.





4. Spend Categorization

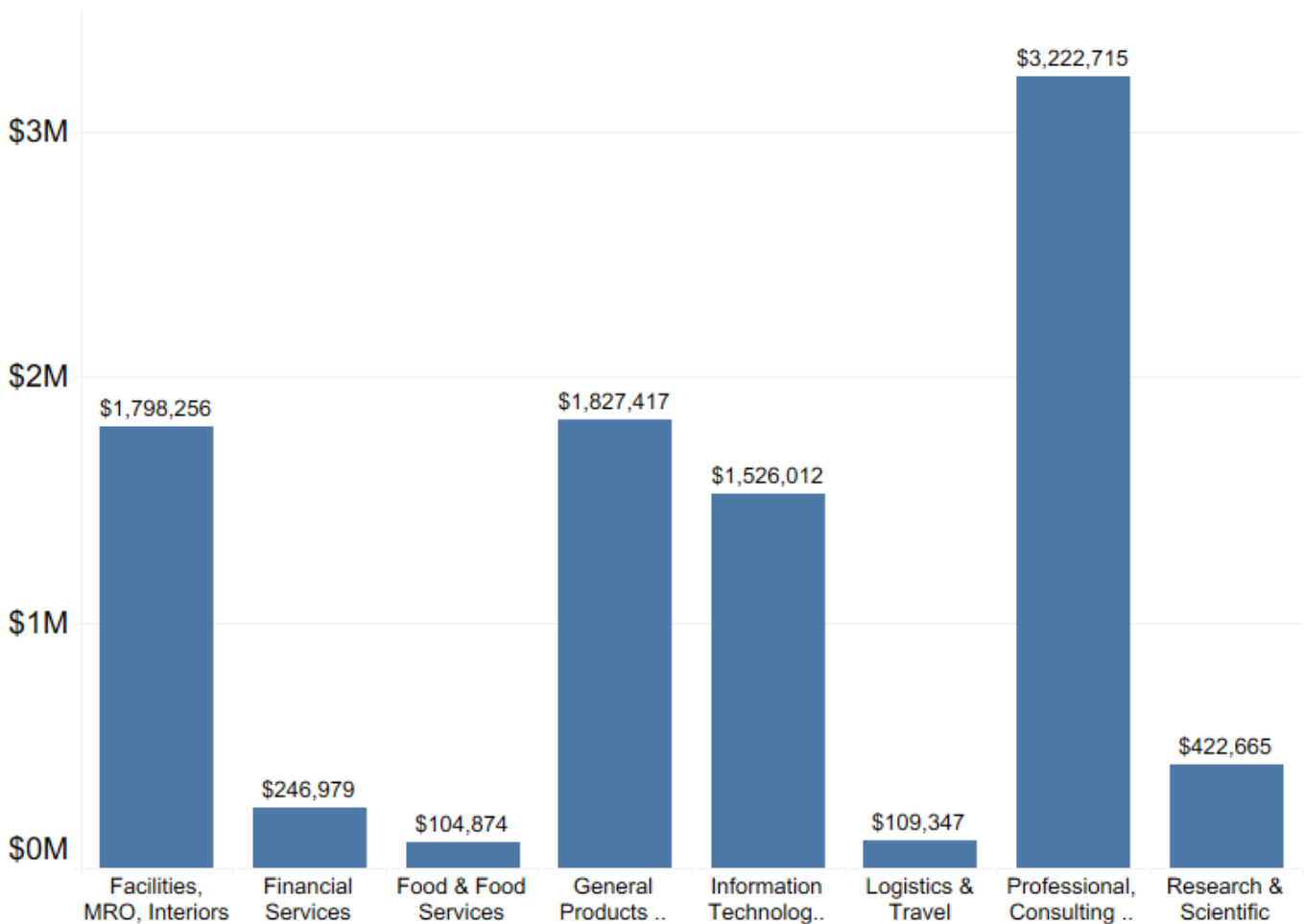
Below are spend categories that provide insight into how your organization allocates its purchasing dollars. Understanding these patterns can help identify opportunities to optimize spend, maximize savings, and leverage E&I's portfolio for additional value. For an additional breakdown of your spend, please see the appendix and supplemental spreadsheet.

Group Overview

Total Spend
\$15,866,191

Categorized Spend
\$9,424,102

% Categorized Spend
59.40%





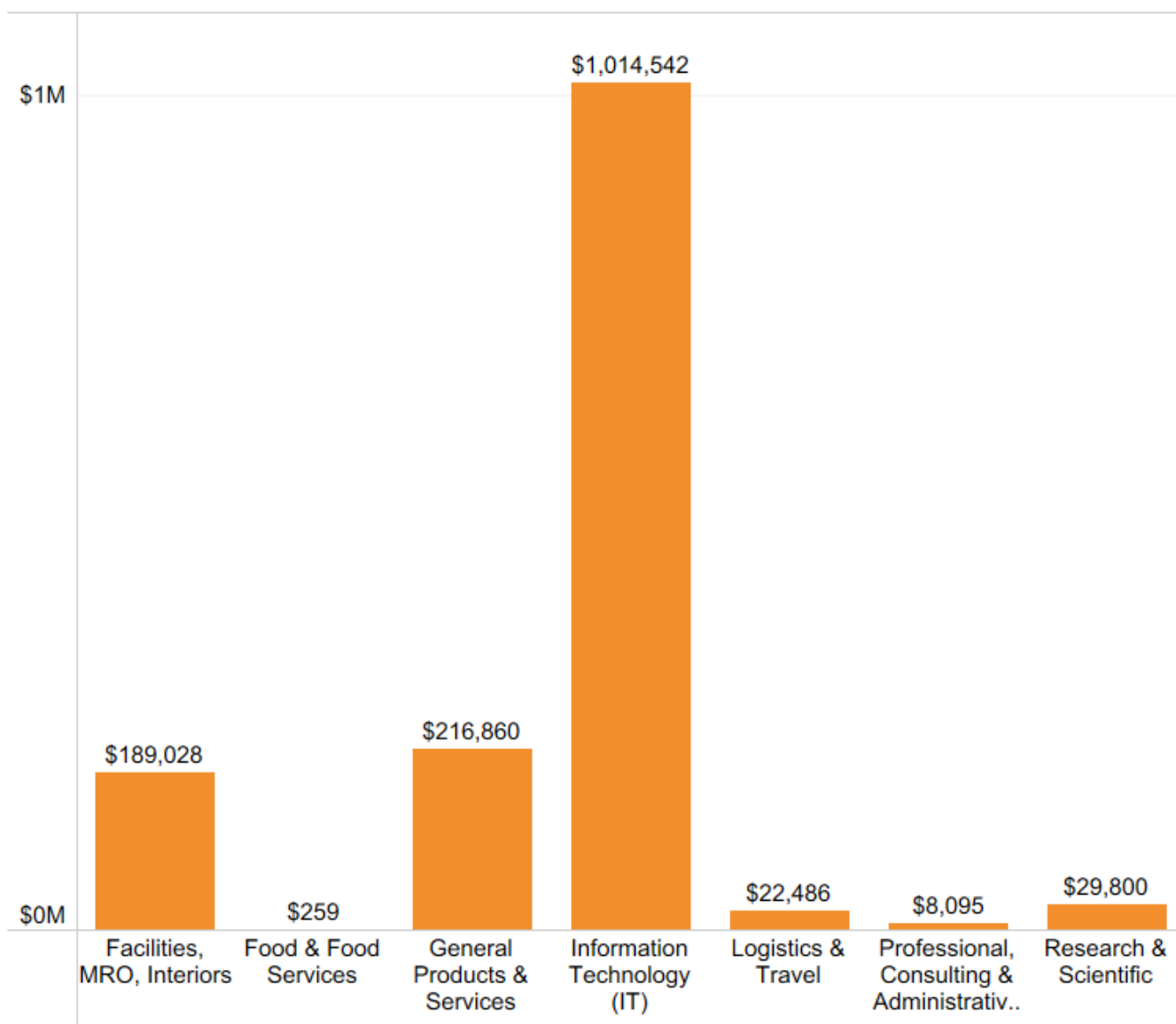
5. Spend Consolidation

Below are opportunities to consolidate purchases to E&I's contracted suppliers by category, either by shifting spend to contracts your institution is already aligned to, or by completing alignment to additional E&I contracts.

- The blue bars represent consolidation opportunities that are addressable by E&I contracts your organization is already using.
- The orange bars indicate consolidation opportunities attainable by aligning to additional E&I Contracts

Group Overview

Consolidation Opportunities Addressable by E&I Contracts
Already in Use: ■ Yes ■ No





Facilities, MRO, Interiors

The table below provides a detailed view of the top consolidation opportunities within this spend category. This analysis highlights where your organization can shift spend to E&I's contracted suppliers to drive savings, rebates, and operational efficiencies. For a full breakdown of consolidation opportunities for this category, please refer to the supplemental spreadsheet.

Consolidation Opportunity
\$189,028

Addressable Suppliers
10

Applicable E&I Contracts
12

E&I Contract	Utilized Contract	E-Pro Capable	Diverse Supplier	Rebate Eligible	Alignment Opportunity	Member Supplier	Consolidation Oppt.
GLOBAL INDUSTRIES - EI00239						ALLSTEEL	\$80,630
						OFS BRANDS	\$21,303
						NATIONAL BUSINESS FURNITURE	\$12,663
STEELCASE - EI00140						ALLSTEEL	\$80,630
WW GRAINGER - CNR01496				\$	\$63,653	FASTENAL	\$30,902
						MCMASTER CARR SUPPLY	\$2,057
SCHINDLER ELEVATOR CORPORATION USA - ..						KONE	\$27,093
HIGHTOWER GROUP - CNR01510				\$		OFS BRANDS	\$21,303
HUMANSCALE CORPORATION - CNR0..						OFS BRANDS	\$21,303
CARRIER ENTERPRISE - CNR01463				\$		TRANE	\$9,144
						CONNOR	\$3,828
CARRIER CORPORATION - CNR0..						TRANE	\$9,144
FERGUSON ENTERPRISES - EI002..						CONNOR	\$3,828
AUTOZONE PARTS DBA AUTOZONE - CR001225						OREILLY AUTO PARTS	\$709
						ADVANCE AUTO PARTS	\$700
NAPA AUTO PARTS - CR001226					\$2,378	OREILLY AUTO PARTS	\$709
						ADVANCE AUTO PARTS	\$700
IMPERIAL SUPPLIES - CR001227						OREILLY AUTO PARTS	\$709






Food & Food Services

The table below provides a detailed view of the top consolidation opportunities within this spend category. This analysis highlights where your organization can shift spend to E&I's contracted suppliers to drive savings, rebates, and operational efficiencies. For a full breakdown of consolidation opportunities for this category, please refer to the supplemental spreadsheet.

Consolidation Opportunity
\$259

Addressable Suppliers
1.0

Applicable E&I Contracts
1.0

E&I Contract	Utilized Contract	E-Pro Capable	Diverse Supplier	Rebate Eligible	Alignment Opportunity	Member Supplier	Consolidation Opt.
AMERICA TO GO - EI00057						PANERA BREAD	\$259





General Products & Services

The table below provides a detailed view of the top consolidation opportunities within this spend category. This analysis highlights where your organization can shift spend to E&I's contracted suppliers to drive savings, rebates, and operational efficiencies. For a full breakdown of consolidation opportunities for this category, please refer to the supplemental spreadsheet.

Consolidation Opportunity
\$216,860

Addressable Suppliers
6

Applicable E&I Contracts
7

E&I Contract	Utilized Contract	E-Pro Capable	Diverse Supplier	Rebate Eligible	Alignment Opportunity	Member Supplier	Consolidation Optpt.
STAPLES CONTRACT & COMMERCIAL - CR001309		📄		\$	\$69,099	AMAZON.COM	\$164,738
						QUILL	\$144
CARASOFT TECHNOLOGY CORPORATION - EI00063						AMAZON.COM	\$164,738
CDW GOVERNMENT (HARDWARE) - CNR01439		📄			\$183,511	AMAZON.COM	\$164,738
GOVCONNECTION - CNR01483		📄			\$24,823	AMAZON.COM	\$164,738
COMPLETE BOOK & MEDIA SUPPLY - EI00104		📄	■	\$		MCGRAW HILL GLOBAL EDUCATION HOLDINGS	\$21,259
						EBSCO INDUSTRIES	\$10,083
STAPLES PROMOTIONAL PRODUCTS - CNR01398		📄		\$		4IMPRINT	\$15,329
HPC INTERNATIONAL - EI00205			■			CENGAGE LEARNING	\$5,306





Information Technology (IT)

The table below provides a detailed view of the top consolidation opportunities within this spend category. This analysis highlights where your organization can shift spend to E&I's contracted suppliers to drive savings, rebates, and operational efficiencies. For a full breakdown of consolidation opportunities for this category, please refer to the supplemental spreadsheet.

Consolidation Opportunity
\$1,014,542

Addressable Suppliers
19

Applicable E&I Contracts
14

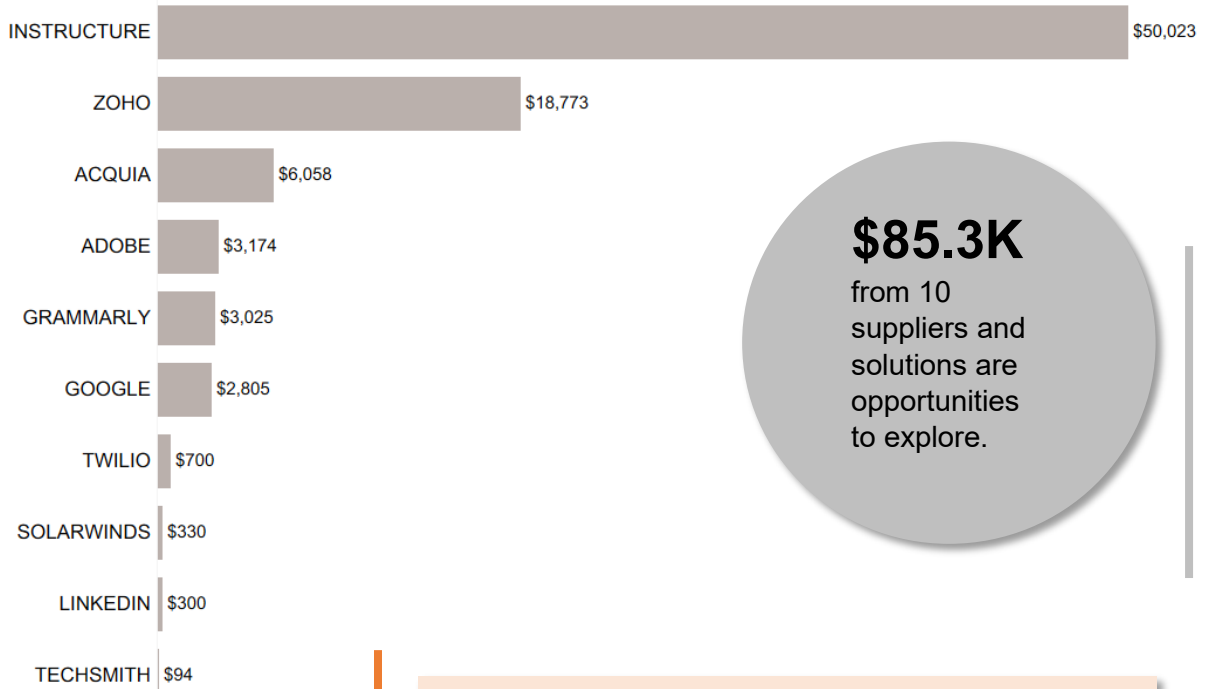
E&I Contract	Utilized Contract	E-Pro Capable	Diverse Supplier	Rebate Eligible	Alignment Opportunity	Member Supplier	Consolidation Opt.
MYTHICS - CNR01474		☑				ELLUCIAN	\$791,915
STRATA INFORMATION GROUP (LPA) - CNR01..						ELLUCIAN	\$791,915
WORKDAY - CNR01476						ELLUCIAN	\$791,915
D2L LTD - EI00302						BLACKBOARD	\$86,896
						INSTRUCTURE	\$50,023
						KALTURA	\$12,000
CORNERSTONE ONDEMAND - EI00300						BLACKBOARD	\$86,896
AVI-SPL - EI00049		☑				CONFERENCE TECHNOLOGIES	\$18,685
PROCTORIO - CNR01520						TURNITIN	\$12,089
						GRAMMARLY	\$3,025
						EXAMITY	\$10
GOVCONNECTION - CNR01483		☑			\$24,823	APPLE	\$8,358
						ACQUIA	\$6,058
						MICROSOFT	\$64
CDW GOVERNMENT (HARDWARE) - CNR01439		☑			\$183,511	APPLE	\$8,358
						ADOBE	\$3,174
						SOLARWINDS	\$330
						MICROSOFT	\$64
CDW GOVERNMENT (CLOUD) - CNR01402		☑		☑	\$183,511	DUO SECURITY	\$1,170
ANTHOLOGY (ONLINE PROGRAM MANAGEM..				☑		WATERMARK INSIGHTS	\$1,080
COMDATA DBA CORPAY - CR001428				☑		SQUARE	\$107
B & H FOTO AND ELECTRONICS CORP -..		☑			\$15,143	BEST BUY	\$86





Carahsoft & Hilco Streambank

Below are the consolidation potential opportunities for this E&I supplier. Depending on what you are buying, your listed suppliers can be addressed by this E&I supplier.



\$85.3K
from 10 suppliers and solutions are opportunities to explore.

XX,XXX IP addresses are owned by your institution with an estimated market value of **\$X.X million**. An opportunity to explore solutions by Hilco Streambank exists here.





Logistics & Travel

The table below provides a detailed view of the top consolidation opportunities within this spend category. This analysis highlights where your organization can shift spend to E&I's contracted suppliers to drive savings, rebates, and operational efficiencies. For a full breakdown of consolidation opportunities for this category, please refer to the supplemental spreadsheet.

Consolidation Opportunity
\$22,486

Addressable Suppliers
3

Applicable E&I Contracts
3

E&I Contract	Utilized Contract	E-Pro Capable	Diverse Supplier	Rebate Eligible	Alignment Opportunity	Member Supplier	Consolidation Oppt.
PITNEY BOWES SHIPPING AND MAILING - CNR01392					\$6,702	QUADIENT	\$18,025
						UNITED PARCEL SERVICE	\$4,128
ESHIPGLOBAL - CNR01497						UNITED PARCEL SERVICE	\$4,128
SHORT'S TRAVEL MANAGEMENT - EI00373						EXPEDIA	\$334





Professional, Consulting & Administrative Services

The table below provides a detailed view of the top consolidation opportunities within this spend category. This analysis highlights where your organization can shift spend to E&I's contracted suppliers to drive savings, rebates, and operational efficiencies. For a full breakdown of consolidation opportunities for this category, please refer to the supplemental spreadsheet.

Consolidation Opportunity
\$8,095

Addressable Suppliers
3

Applicable E&I Contracts
2

E&I Contract	Utilized Contract	E-Pro Capable	Diverse Supplier	Rebate Eligible	Alignment Opportunity	Member Supplier	Consolidation Oppt.
JMI SPORTS - CNR01378						LEARFIELD COMMUNICATIONS	\$4,990
CARAHSOFT TECHNOLOGY CORPORATION - EI00063						GOOGLE	\$2,805
						LINKEDIN	\$300





Research & Scientific

The table below provides a detailed view of the top consolidation opportunities within this spend category. This analysis highlights where your organization can shift spend to E&I's contracted suppliers to drive savings, rebates, and operational efficiencies. For a full breakdown of consolidation opportunities for this category, please refer to the supplemental spreadsheet.

Consolidation Opportunity
\$29,800

Addressable Suppliers
4

Applicable E&I Contracts
8

E&I Contract	Utilized Contract	E-Pro Capable	Diverse Supplier	Rebate Eligible	Alignment Opportunity	Member Supplier	Consolidation Optt.
MEDLINE INDUSTRIES LP - CNR01385		🛒				POCKET NURSE ENTERPRISES	\$18,115
						MEDCO SUPPLY	\$981
MEDLINE INDUSTRIES LP PHARMACEUTICALS - CNR01387		🛒				POCKET NURSE ENTERPRISES	\$18,115
						MEDCO SUPPLY	\$981
VWR INTERNATIONAL - CNR01459		🛒		\$		CAROLINA BIOLOGICAL SUPPLY	\$10,313
						FISHER SCIENTIFIC	\$390
BECKMAN COULTER - EI00243						FISHER SCIENTIFIC	\$390
LABREPCO - CNR01424						FISHER SCIENTIFIC	\$390
NUAIRE - CNR01423						FISHER SCIENTIFIC	\$390
PHC CORPORATION OF NORTH AMERICA - CNR01422						FISHER SCIENTIFIC	\$390
THE BAKER COMPANY - CNR01421						FISHER SCIENTIFIC	\$390



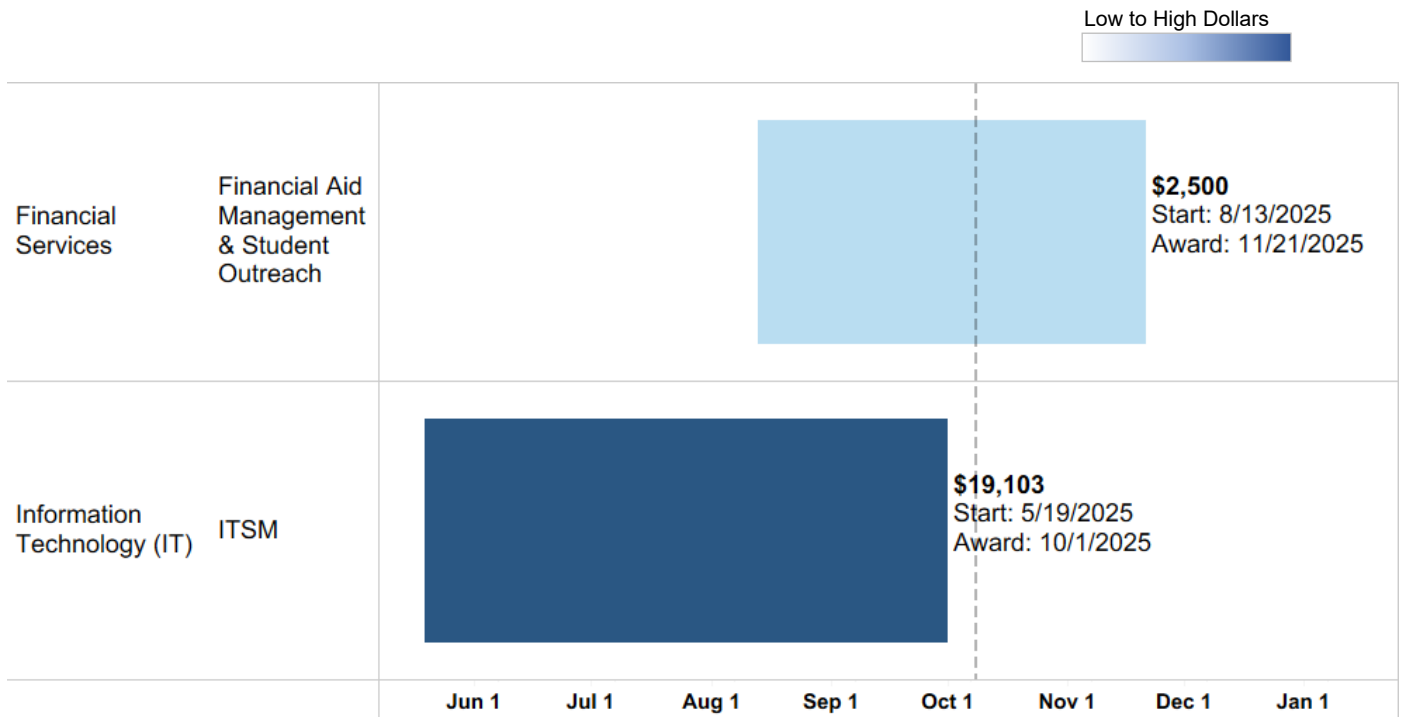


6. Strategic RFP Roadmap Alignment Opportunities

In reviewing your data, we have identified future alignment opportunities between E&I's sourcing roadmap and the suppliers within your current spend. This section identifies future cost savings and supplier consolidation opportunities through E&I. It also allows you to conduct advanced planning, determining where to utilize E&I's sourcing teams as an extension of your department, and ultimately allowing you to redirect your team's efforts toward other strategic targets within your roadmap.

Roadmap

Below is your spend highlighted on E&I's roadmap, which shows projects by Start and Award dates.





RFP Detail

Below are the details of your spend by project and supplier

Financial Services	Financial Aid Management & Student Outreach	RUFFALO NOEL LEVITZ	\$2,500																	
Information Technology (IT)	ITSM	SOLARWINDS	\$330																	
		ZOHO	\$18,773																	

Check Out E&I's Upcoming RFPs



APPENDIX



Appendices

1. E&I Supplier Reported Contract Spend

Business Partner Acc..	FY23	FY24	FY25
United Rentals		\$1,476	
CORE Construction S..		\$1,295,577	
Grand Total		\$1,297,053	



APPENDIX



2. Contract Spend Variance



APPENDIX



3. Contract Portfolio Alignments

Supplier Name	
ACCRUENT	\$19,865
B AND H PHOTO AN..	\$15,144
CDW GOVERNMENT	\$183,512
CONNECTION	\$24,823
DEMCO	\$142
HERFF JONES	\$13,345
IRWIN SEATING	\$647
JOHNSON CONTRO..	\$211,544
LOWES	\$6,898
NAPA AUTO PARTS	\$2,379
PITNEY BOWES	\$6,702
SECURITAS TECHN..	\$36,082
SHERWIN WILLIAMS	\$932
STAPLES	\$69,099
STERICYCLE	\$2,001
W W GRAINGER	\$63,654
XEROX	\$4,384
Grand Total	\$661,154



APPENDIX



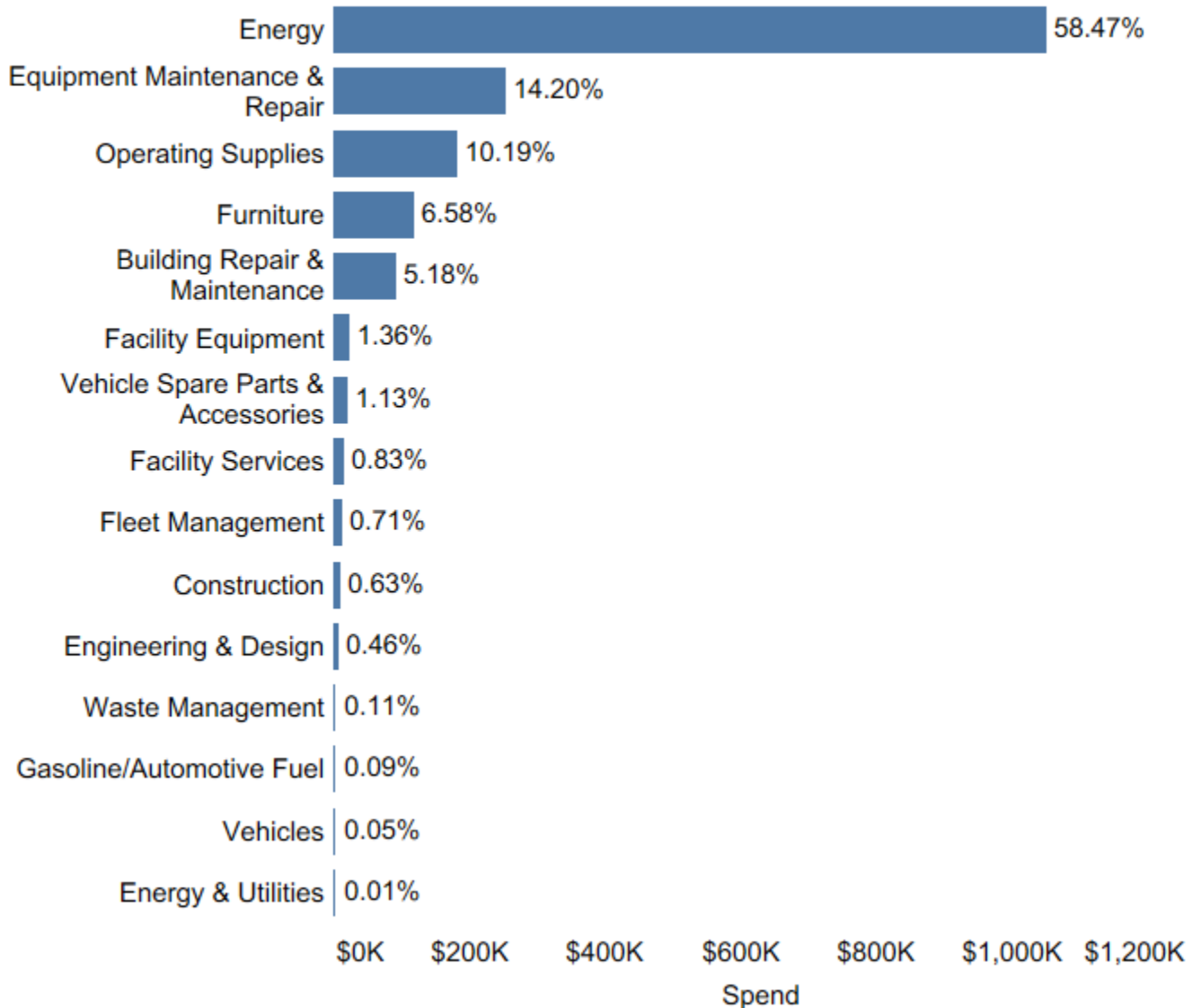
4. Spend Categorization Facilities, MRO, Interiors

Below is a detailed breakdown of your spend in this category. The E&I Member Engagement team is available to help you explore opportunities for greater value, savings, and operational efficiencies by leveraging our broad portfolio of competitively solicited contracts with industry-leading suppliers.

Total Spend
\$1,798,256

Unique Suppliers
59

E&I Contracts Available
79



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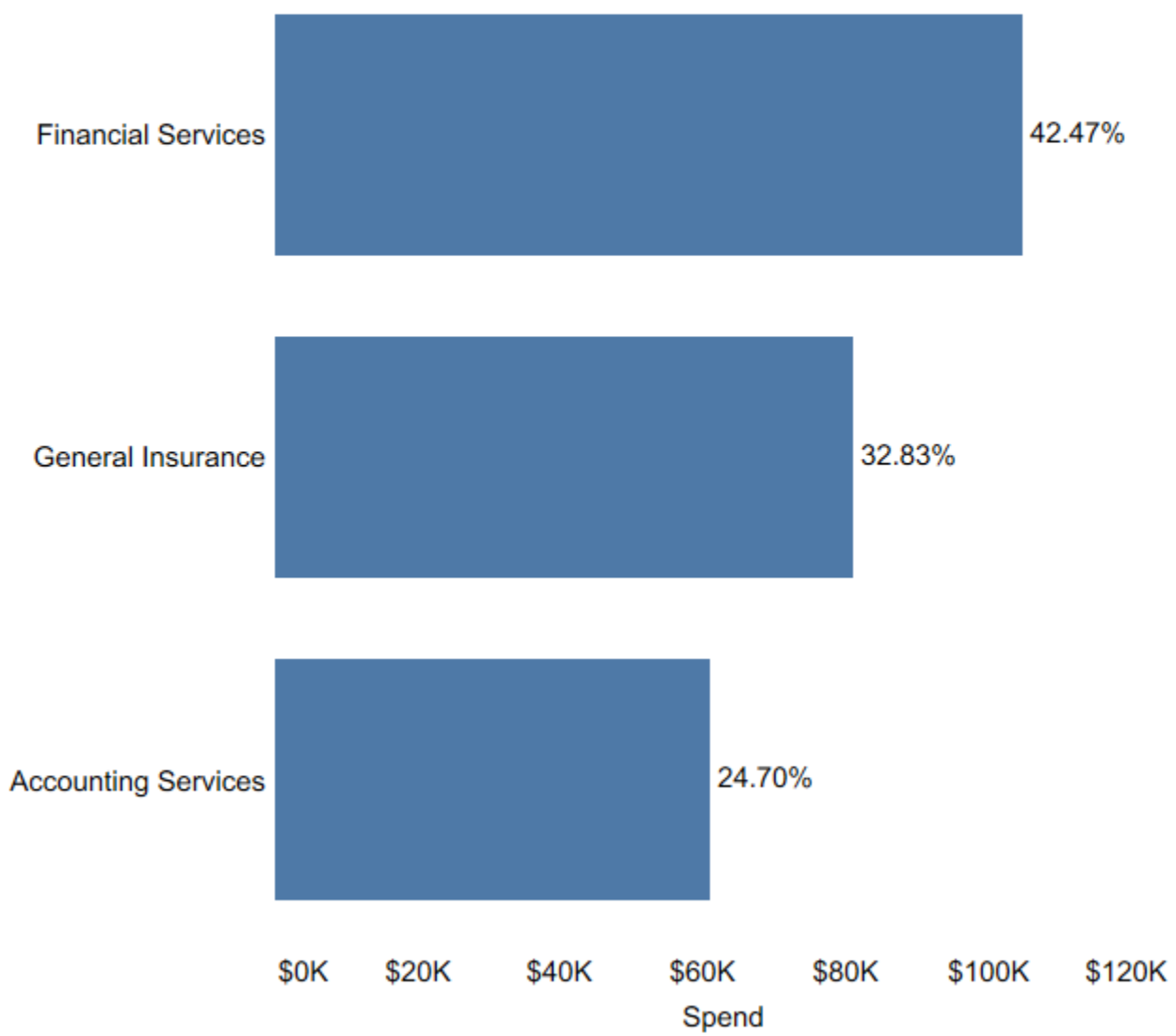
Financial Services

Below is a detailed breakdown of your spend in this category. The E&I Member Engagement team is available to help you explore opportunities for greater value, savings, and operational efficiencies by leveraging our broad portfolio of competitively solicited contracts with industry-leading suppliers.

Total Spend
\$246,979

Unique Suppliers
6

E&I Contracts Available
7



APPENDIX



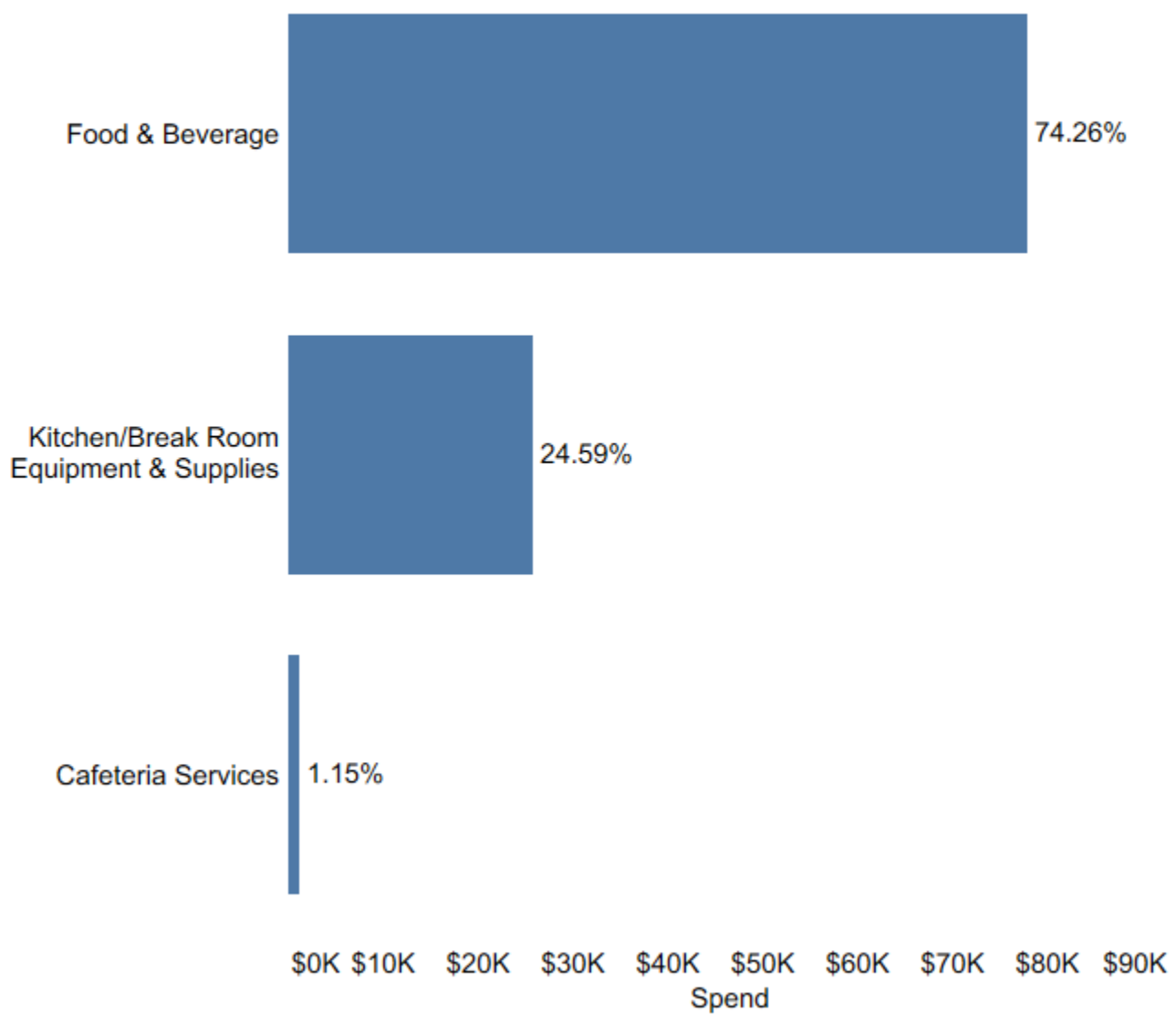
Food & Food Services

Below is a detailed breakdown of your spend in this category. The E&I Member Engagement team is available to help you explore opportunities for greater value, savings, and operational efficiencies by leveraging our broad portfolio of competitively solicited contracts with industry-leading suppliers.

Total Spend
\$104,874

Unique Suppliers
25

E&I Contracts Available
9



APPENDIX



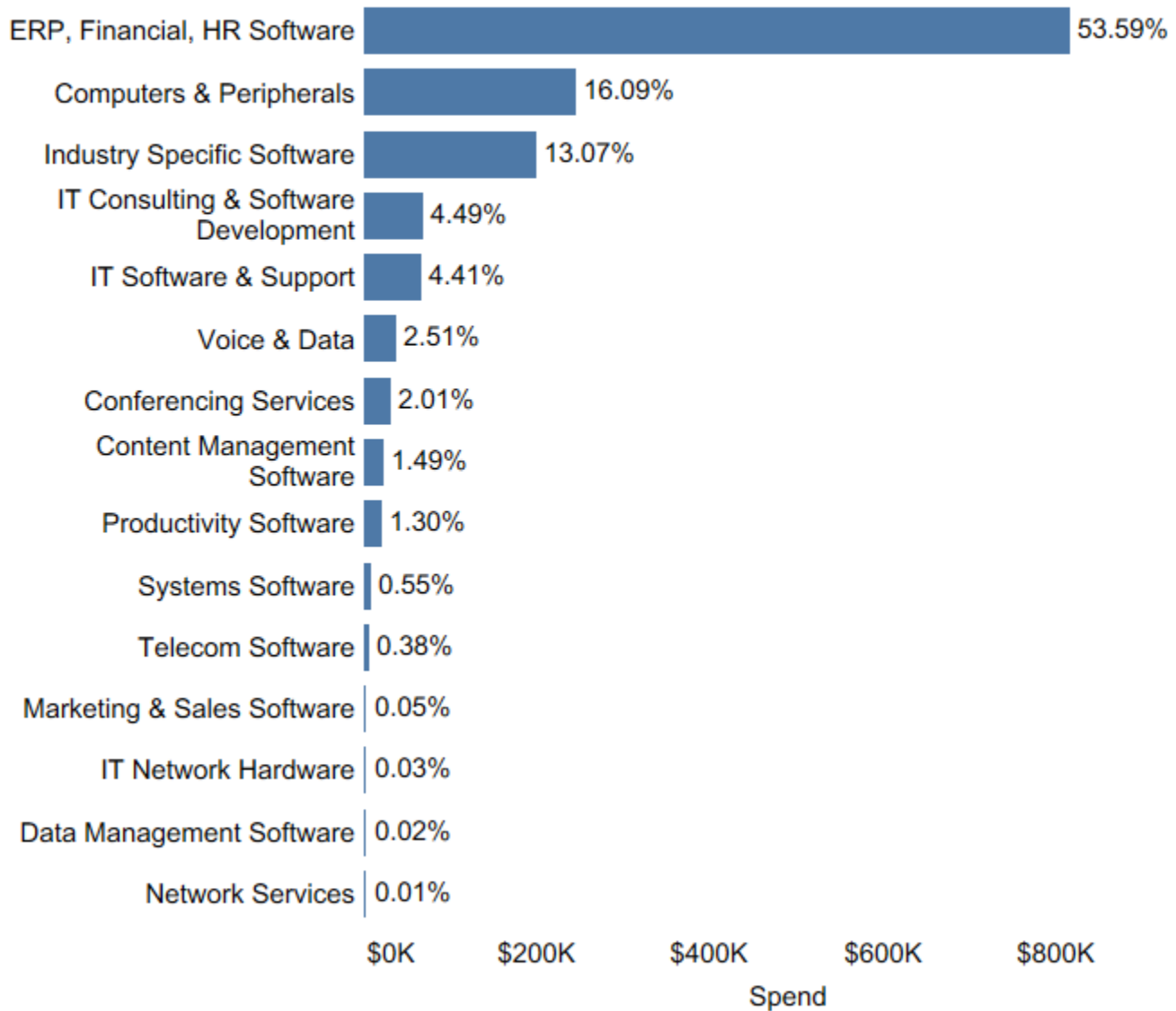
Information Technology (IT)

Below is a detailed breakdown of your spend in this category. The E&I Member Engagement team is available to help you explore opportunities for greater value, savings, and operational efficiencies by leveraging our broad portfolio of competitively solicited contracts with industry-leading suppliers.

Total Spend
\$1,526,012

Unique Suppliers
64

E&I Contracts Available
39



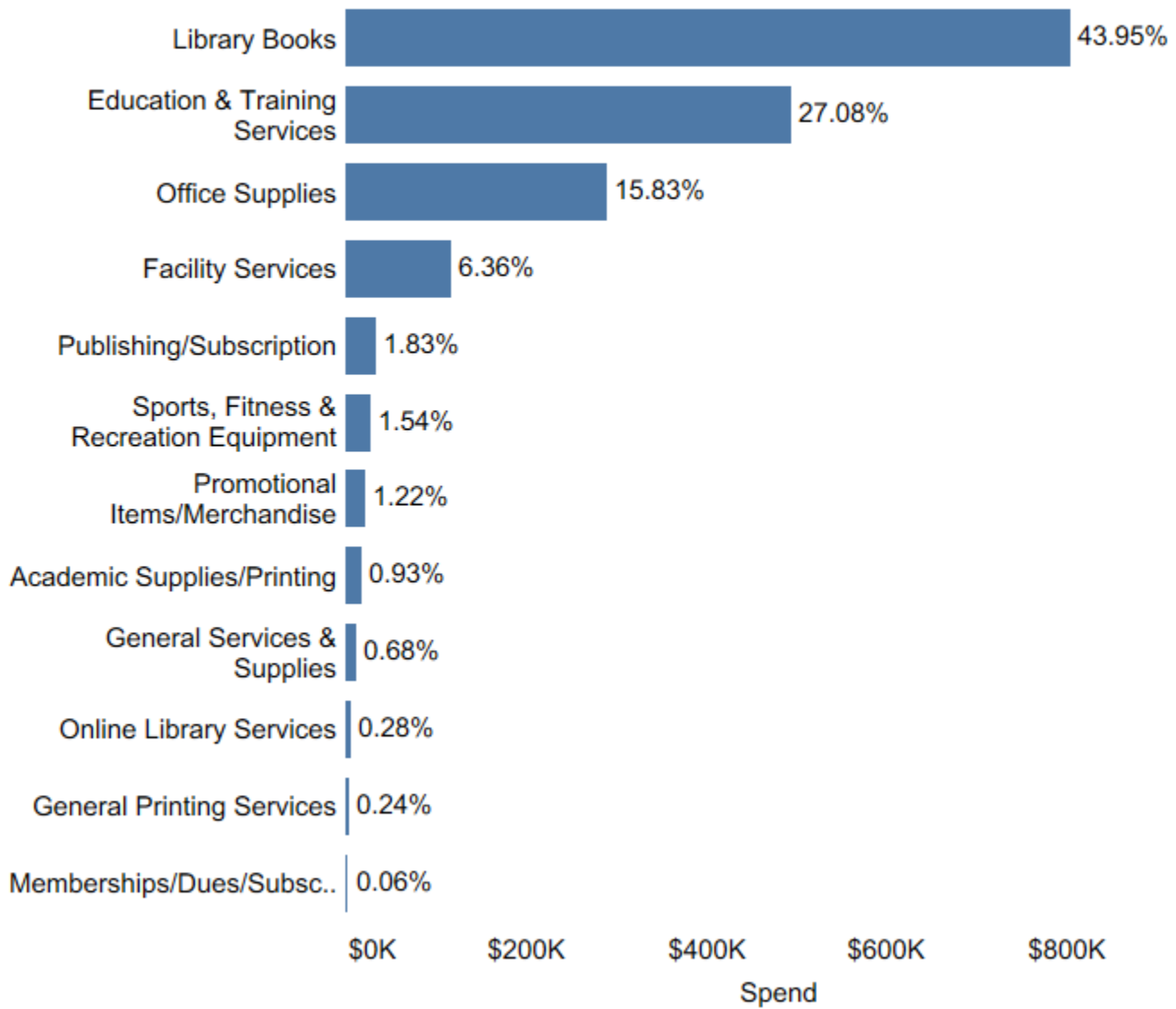
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General Products & Services

Below is a detailed breakdown of your spend in this category. The E&I Member Engagement team is available to help you explore opportunities for greater value, savings, and operational efficiencies by leveraging our broad portfolio of competitively solicited contracts with industry-leading suppliers.

Total Spend **\$1,827,417** Unique Suppliers **63** E&I Contracts Available **20**



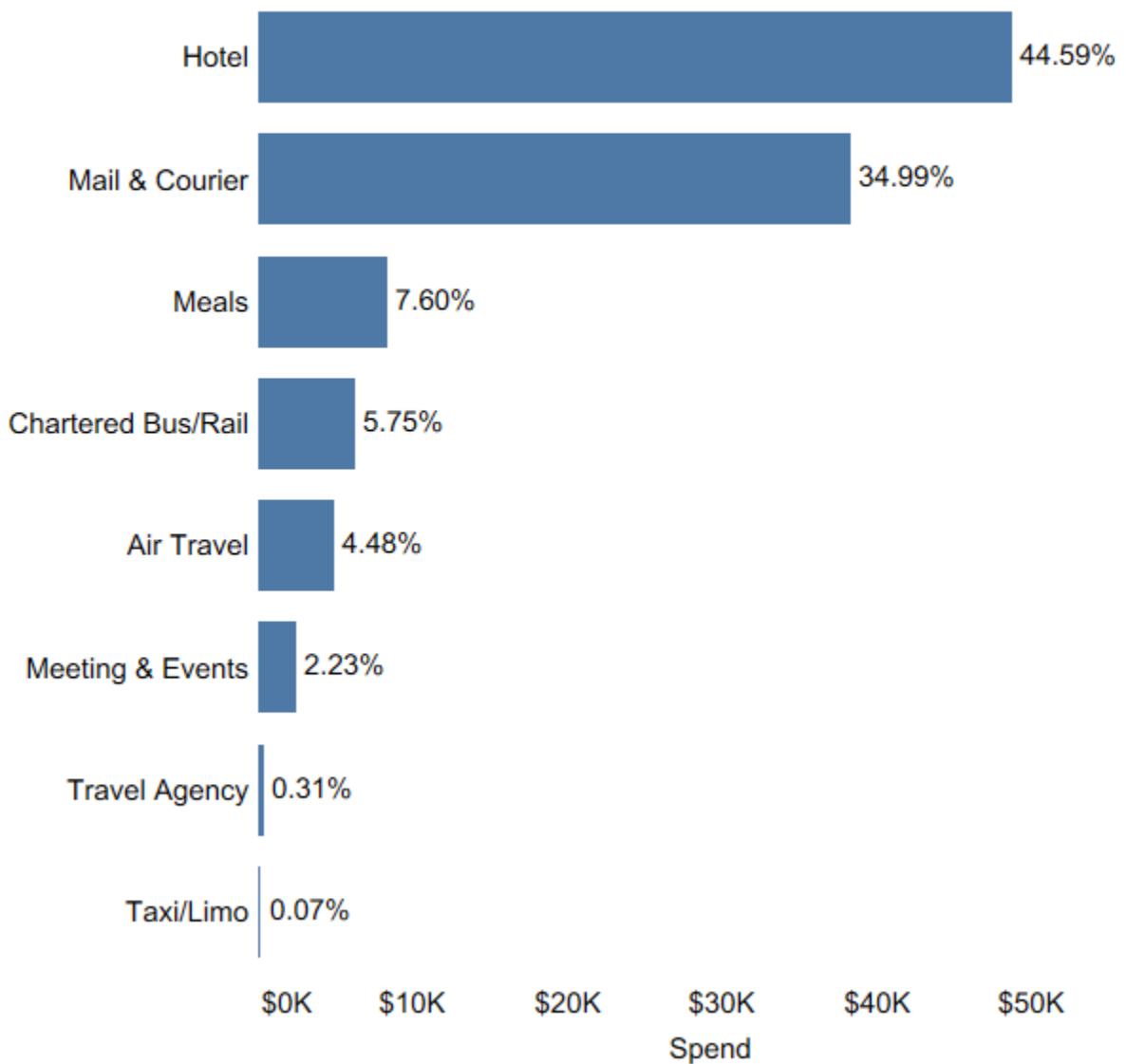
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Logistics & Travel

Below is a detailed breakdown of your spend in this category. The E&I Member Engagement team is available to help you explore opportunities for greater value, savings, and operational efficiencies by leveraging our broad portfolio of competitively solicited contracts with industry-leading suppliers.

Total Spend **\$109,347** Unique Suppliers **34** E&I Contracts Available **8**



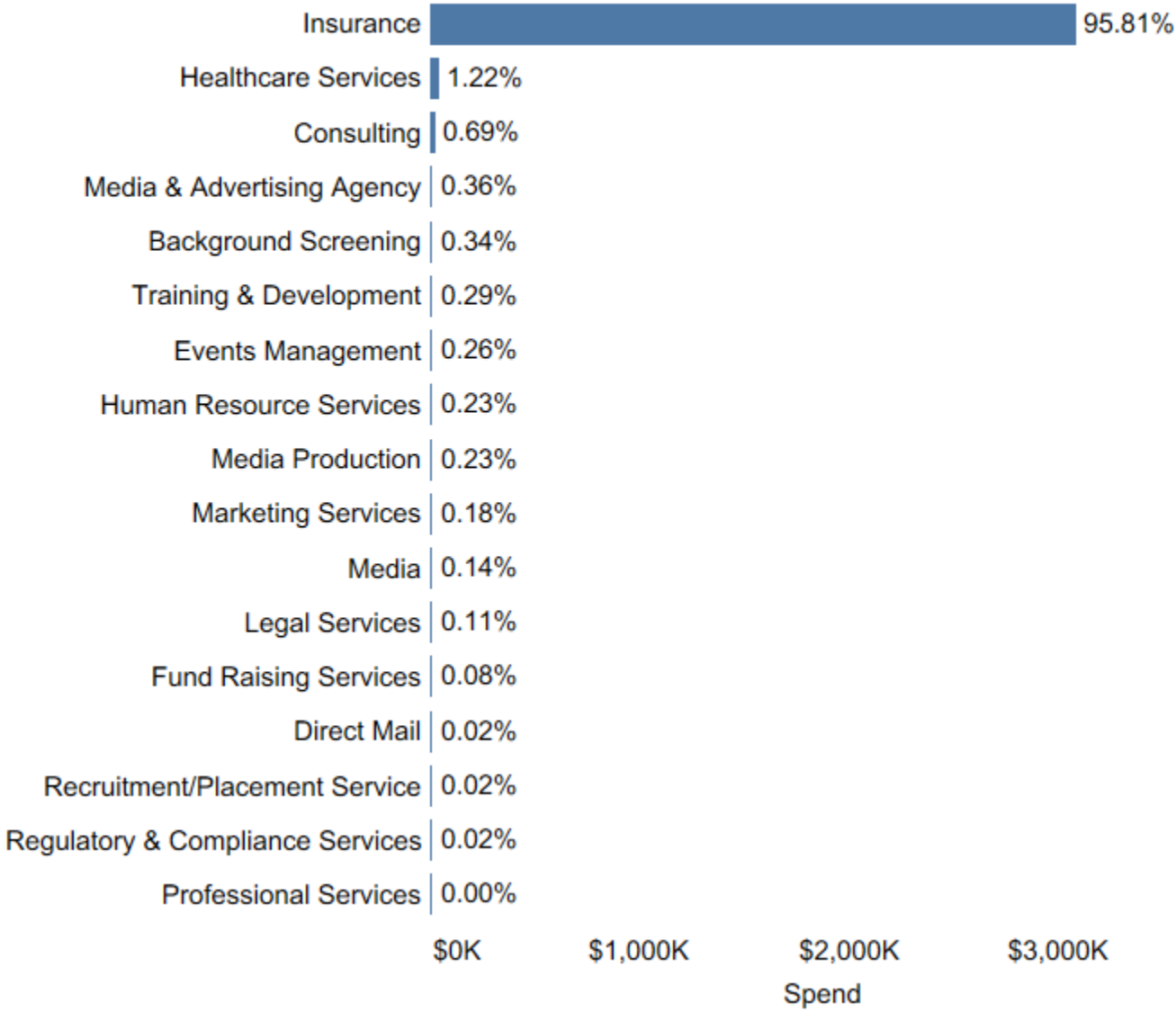
APPENDIX



Professional, Consulting & Administrative Services

Below is a detailed breakdown of your spend in this category. The E&I Member Engagement team is available to help you explore opportunities for greater value, savings, and operational efficiencies by leveraging our broad portfolio of competitively solicited contracts with industry-leading suppliers.

Total Spend \$3,222,715	Unique Suppliers 36	E&I Contracts Available 33
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APPENDIX



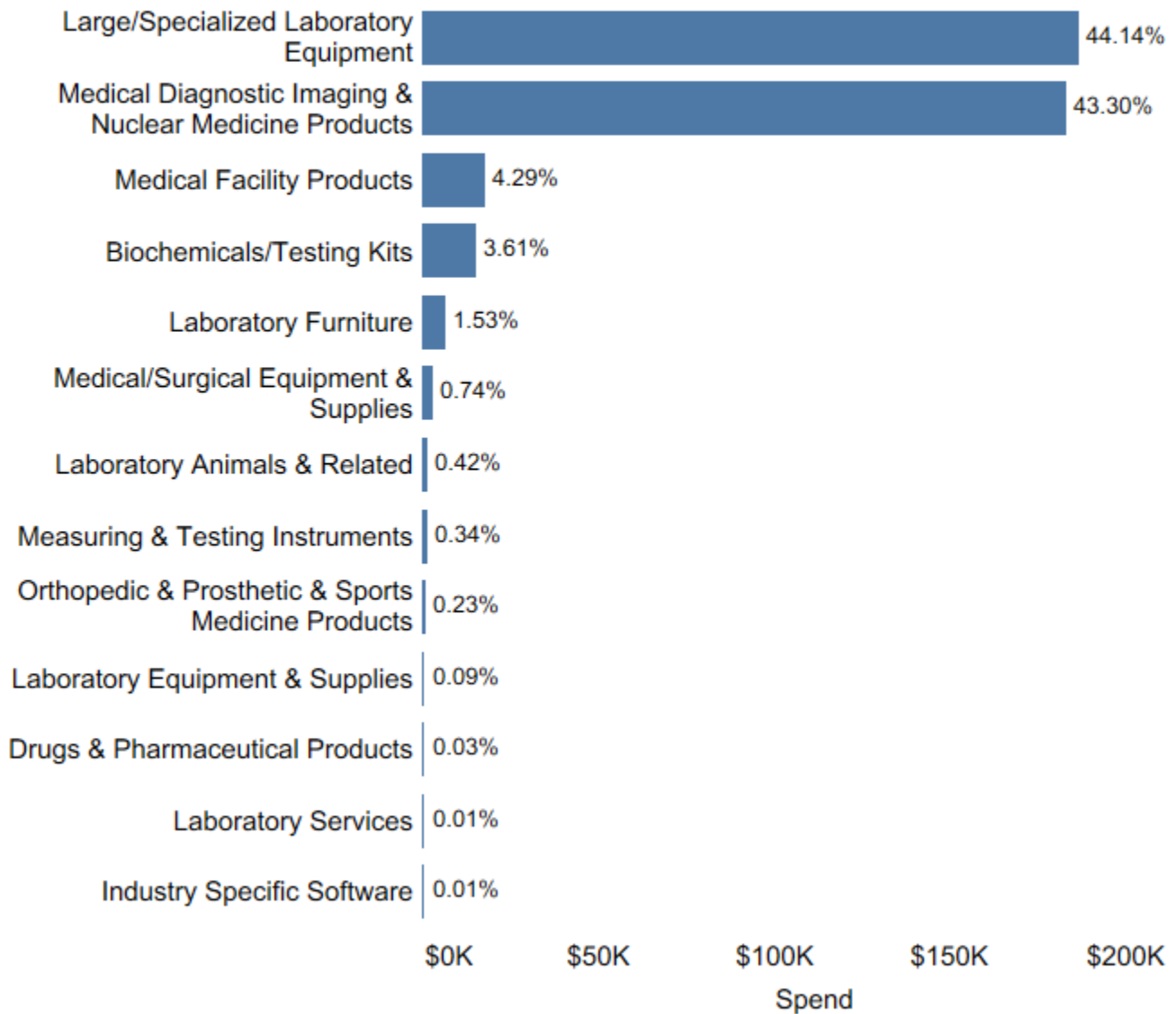
Research & Scientific

Below is a detailed breakdown of your spend in this category. The E&I Member Engagement team is available to help you explore opportunities for greater value, savings, and operational efficiencies by leveraging our broad portfolio of competitively solicited contracts with industry-leading suppliers.

Total Spend
\$422,665

Unique Suppliers
21

E&I Contracts Available
23



APPENDIX

6. Strategic Roadmap Alignment Opportunities

Taxonomy L0	Project Name	Supplier Name	
Financial Services	Financial Aid Manage..	RUFFALO NOEL LE..	\$2,500
	Total		\$2,500
Information Technology (IT)	ITSM	SOLARWINDS	\$330
		ZOHO	\$18,773
	Total		\$19,103

Conclusion



Our Strategic Spend Assessments are unique and customized based on each members' specific situation. Our ultimate goal is to help your institution bring more spend under management while realizing increased cost savings and efficiencies.