



Everything you love about Amazon. For education.

Amazon Business empowers procurement teams in higher education to drive greater value for their organizations through compliance, cost savings, and deep data analytics of spending across hundreds of millions of items in IT, Lab, Office and the other categories your organization needs.



Targeting the Long Tail

Colleges and Universities spend a significant portion of their operational spend with non-contract vendors.¹ The remaining spend is often difficult to manage, presents compliance issues, and is a challenge to analyze and track given the diversity of vendor data. Amazon Business provides a single, simple way for procurement teams to better manage these purchases through a consolidated online marketplace.

¹A NAEP benchmarking report estimated that on average, higher education institutions had approximately 6-12% of their spend with contract vendors. The National Purchasing Institute Achievement of Excellence in Procurement Award cites a public agency's use of 25% of total dollar commodity and services purchases as a reasonable benchmark.



Cost Savings in Focus

A significant aspect of higher education long tail spend is in Office and IT. On average, Amazon Business can help organizations save 13.6% on typical Office and 4.2% on IT product baskets versus other non-contract sources. This discount is in addition to the other rebates you may be able to realize from your pCard provider.

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Compliance, Compliance, Compliance

Amazon Business understands that managing the complexities of compliance across a diverse organization is a top priority in higher education. To support this need, we provide multiple approaches to compliance and control you can access with a few clicks:



OMNIA Partners Contract Higher education organizations are offered a competitively bid, public sector contract for 10 broad categories in the Amazon Business marketplace that is easy to adopt for your organization. Office, Scientific Equipment and Lab Supplies, Books, Audio Visual and Electronics are a few of the categories often used by higher education institutions.

For more details visit: www.omniapartners.com/publicsector/contracts/supplier-contracts/amazon-business



Multiple Quotes within a Single Marketplace

Amazon Business is more than buying from a single vendor, it provides visibility to competitive pricing across multiple suppliers in a single, consolidated and standardized view. If you need three bids, we can help.



Multi-Level Approvals

Set up approvals on items over a specific spend amount, or in target categories. We provide a user-friendly approach that ensures appropriate approvals are in place.



Curation

Guide your buyers to preferred suppliers and products that are in line with your strategic purchasing goals. If there are categories under contract, use our tools to drive buyers to those contracts.



Reporting and Analytics

Through Amazon Business Analytics you are fully in control and have visibility of every dollar spent. Drill down by category, vendor, purchase order or create your own views.

Vendor Consolidation – Reduce the Cost of Managing Tail

On average, higher education institutions work with over 1,200 unique vendors, with over 1,000 of these vendors in the long tail (represented by low average spend and large numbers of low-value transactions). Approximately two-thirds of vendors account for less than \$1,000 in spend per year. Managing each of these suppliers is time consuming and expensive, and the costs of processing the small dollar orders can be cost prohibitive. Amazon Business solves this problem by providing a way to more efficiently engage with many vendors without the cost or effort. As part of working with your institution, we can also work to onboard your local vendors, and can expose you to thousands of additional suppliers with no incremental cost. Amazon Business also provides the ability to identify local, credentialed and diverse suppliers to help you support your organization's goals.

Customization for Complex Organizations, Without the Complexity or Cost of Custom Integrations

Amazon Business provides simplified tools to set up and launch your organization for success. Developing a plan to map your organizational structure, approval workflow, curation and setting up your users is as simple as shopping on Amazon.com. We also provide easy-to-implement integrations with over 70 eProcurement and other ERP systems.

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