

NETWORK[®] CASE STUDY

- **Industry**
EDUCATION
- **Products**
JANITORIAL SUPPLIES

MAINTAINING EDUCATIONAL FACILITIES WHILE REDUCING COST

BUSINESS NEED:

Founded in 1913, The Hockaday School is an independent college preparatory day and boarding school for girls pre-kindergarten through 12th grade. The campus includes residence halls with lounges and full kitchens, visual and performing arts facilities, a swimming pool and athletic complex, a library, a cafeteria and a wellness center.

Like educational institutions and systems across the country, The Hockaday School continually strives to reduce costs and improve operational efficiencies, while maintaining state-of-the-art educational environments for their students and staff. The Housekeeping team needed to find a way to save on janitorial and sanitation supplies without compromising on service.

SOLUTION:

Working with NETWORK and its local distributor, Pollock Paper, The Hockaday School was introduced to a national cooperative purchasing agreement secured by National IPA. This competitively solicited and awarded agreement gave The Hockaday School access to a comprehensive janitorial and sanitation supplies and services offering which they otherwise would not have been able to achieve on their own.

The orders are delivered by their locally-based NETWORK distributor, so The Hockaday School is assured of the highest level of accountability and expertise. As an added value, the school has access to product and process training, robust purchase reporting, and consultations with category experts who can help improve efficiencies and reduce waste - all critical issues for today's educational institutions.

ABOUT NATIONAL IPA:

National Intergovernmental Purchasing Alliance Company (National IPA) is a cooperative purchasing organization dedicated to public agencies, educational institutions, non-profits and any agency for public benefit.

National IPA aggregates the purchasing volume of participating agencies across the country in order to receive larger volume discounts from suppliers.

There is no fee to participate.

For more information, visit www.nationalipa.org.



RESULTS:

For The Hockaday School, the NETWORK program with National IPA has delivered real value.



"As an independent, all-girls school, we have more than 1,300 people on campus every day. We go through a lot of paper products, so we are always looking for ways to reduce costs," said Carolyn Hoke, Director of Housekeeping, The Hockaday School.

"NETWORK's distributor, Pollock Paper, has been providing service to Hockaday for more than 10 years. They proactively introduced the National IPA program to Hockaday. We signed up with National IPA shortly afterwards, and the savings is starting to add up," commented Hoke.

The program has been in place for seven months, and the school has already realized a number of advantages:

- A savings of 4% of its overall budget on paper towels
- Increased efficiency in the receiving of goods
- Streamlined purchasing activities

As an added benefit, the successful introduction of NETWORK and National IPA to the campus has instilled confidence in the National IPA system. Other departments are currently using similar National IPA programs to stretch their budgets.



We see the same delivery driver each time. They know our campus, they know where to go, and how to accommodate our unique delivery circumstances. Our receiving staff spends less than 10 minutes per delivery to receive our order, which is a real time saver. //

CAROLYN HOKE
Director of Housekeeping,
The Hockaday School



ABOUT NETWORK SERVICES COMPANY:

Network Services Company (NETWORK®) is a \$10 billion company providing customized distribution services through a diverse team of more than 70 best-in-class distributors.

NETWORK has applied its deep experience and knowledge to help national companies in industries that include commercial real estate, healthcare, food service, industrial, printing and the public sector. By offering a streamlined system with centralized control and focused spend management, we improve supply chain efficiencies while tailoring product programs to the specific needs of your business.

NETWORK's collaborative service model unites top locally based, independently owned distributors from North America and beyond to create a powerful organization with the efficiency and reach required by key industries in the nations we serve. Different by design, the NETWORK model provides a superior level of commitment that enables customers to support business growth and address unique market needs through customized solutions.

For more information, visit www.networkdistribution.com or call 800.683-0334.