



In This Issue

1. Rosenau University
2. Staples
3. Blue Bell Leasing
4. Community Brands
5. Edu-Tech
6. School Specialty
7. Canon
8. Tangent Energy
9. PECO Smart Ideas

From the Consortia Manager...

All our member schools are now members of the PAISBOA Purchasing Consortium!

For the Purchasing Consortium to continue to be most effective in providing savings in time and money, **we need to commit as a group** to be disciplined when making decisions about goods and services. Remember, these partnerships also support the professional development programming of PAISBOA!

PAISBOA Purchasing Consortium Quarterly Newsletter

ANNUAL MEETING MAY 8

Just a reminder that the signature event of our PAISBOA season, the **2019 Annual Meeting**, will take place on **Wednesday, May 8**, at the Springfield Country Club. The meeting begins at 8:00 am with breakfast and will feature a new and improved Vendor Showcase as well as Affinity Group Roundtable Discussions.

Topics for the Roundtable Discussions will include The Business Officer's Engagement Calendar, Finding Efficiencies in the Business Office, Technology, Current Legal Issues, The One-Person Business Office, 403b Compliance, The PAISBOA Health Benefit Trust, Master Planning, and more!

The day wraps up with the presentation of our John Batley Award at 12:00 noon so you can head back to work by 12:30!

Don't miss out! **REGISTER TODAY!!**

Rosenau University Offers Spring Schedule of Classes

The **Rosenau Cleaning University** (RCU) classes are verified by the Cleaning Management Institute (CMI) for ISSA – The Worldwide Cleaning Association. This verification ensures the training courses comply with the consensus “ISSA Training Standard” and therefore meet the needs of the industry, as determined by an independent, ISSA-designated verifier. The Spring 2019 schedule is [available for download](#) and allows

Reach out to the sales representative for the vendor directly to realize the best savings. For a complete list and the most current contact information, go to our [website](#). You will need a login to access the vendor directory. Contact admin@paisboa.org if you need your user name and password.

Are you finding a better price for a product elsewhere? **Ask your PAISBOA sales representative to meet or beat that price!**

Not sure how to locate a certain item, or who you should be talking to? Contact me and I can connect you with the right vendor and the right person. **I am a resource for you to resolve any situation**, and I'm happy to help in any way I can.

We look forward to seeing you at the PAISBOA Annual Meeting on Wednesday, May 8. This is a great opportunity to connect with vendors you are currently working with, to thank them for their support, and explore other goods and services to support all areas of your school community.

Rachel Tilney
Consortia Manager
consortia@paisboa.org

TAKE ADVANTAGE OF THE POWER OF THE FLOCK!!

We look forward to hearing about your goals for increasing your school's participation in your existing contracts, and how you can take advantage of our new and existing agreements!

WE ARE HERE FOR YOU! Please let us know how we can help with any aspect of the **PAISBOA Purchasing Consortium**. Contact us

cleaning professionals to pursue third party certification, up to Master Custodial Technician (M.C.T.), simply by participating in RCU programs at the company's state of the art training center (the first in the nation to also be verified under the standard) in Warminster. Classes can also be taken individually if desired. For info, download the flyer.

Staples: Helping Shape the Future of Worklife



We understand what it takes for your team to be productive, connected and inspired every day, however or wherever they work.

An assortment selected for business. Think business essentials, breakroom, facilities, technology, furniture and print & promotional products.

Innovative brands, built for your Worklife. Get to know Tru Red™, NXT Technologies™, Coastwide Professional™, Perk™ and Union & Scale™.

A dedicated account team and expert advice. Like talking to real people? Us too. Get day-to-day support and connect with experts in all areas.

Convenient online tools. Easy ordering is just the beginning. Track orders, get delivery notifications, enjoy free returns and view spending reports.

If you need a StaplesAdvantage.com account or you have any questions, contact your Staples Customer Success Consultant, Lisa Moore at Lisa.Moore@staples.com. Be sure to bookmark www.StaplesAdvantage.com in your browser for easy access to your program's ordering site!

Blue Bell Leasing: Vans of all Sizes to Suit Your Needs

Blue Bell Leasing Company has a long-standing partnership with PAISBOA. Our focus has primarily been leasing vans on a long term basis, 1 and 3 year leases with 9 and 12 month terms. In more recent years, we have had requests from our valued PAISBOA schools for short term rentals. While it is something we have been more than happy to accommodate, it has not been well publicized. What can we offer you? Blue Bell Leasing is happy to build leases on a short term basis with flexibility to meet your schools needs. A three day minimum rental is required but, we offer a daily rate, a weekly rate and a monthly rate (all with a 10% PAISBOA discount). Please consider using us for short term needs that you have as well as for the long term. In addition, we also lease vans strictly on summer lease terms, for schools needing vans for camps etc. We are currently leasing fully equipped 10 passenger Ford Transit vans, making them easy to drive, as there is no CDL license required. For information, contact **Anna Dunner** at anna@bluebellleasing.com

DID YOU KNOW??

PAISBOA member schools have realized **\$437,355.67** in savings through our PPV's (*PAISBOA Preferred Vendors*) since the beginning of the school year? How much money can your school save?

**VISIT OUR
MEMBERS-ONLY
SECTION**
at paisboa.org
for the most up-to-date
info on our Purchasing
Consortium Vendors
(including contact info
and products/services)

DON'T FORGET THE ANNUAL MEETING!

Wednesday, May 8
8:00 am-12:30 pm

Springfield Country Club
Springfield PA

REGISTER TODAY!!

Follow Us on Twitter! @PAISBOA

for program updates,
calendar happenings,
vendor spotlights and more

Find Us on LinkedIn at PAISBOA

Business Travelers Can Save on Expense of Using Personal Vehicles

Attention Administrators & Business Travelers! Do you reimburse for business miles on your personal car? If so, The PAISBOA Business Use Plan with **Enterprise** offers to save you the wear-and-tear on your own vehicle by renting one from Enterprise. Due to the program's significant discount pricing, it's cheaper to rent a car from Enterprise for any trip that averages 80 or more miles per day. Attached is Enterprise's [Mileage Calculator](#), which shows estimated savings from renting versus driving a personal vehicle and submitting for miles. Implementing a Travel Policy is the most effective way to achieve maximum savings in this expense area. If you're interested in creating a Travel Policy, please feel free to download the [attached sample](#).

Public Service Announcement: Regarding rental vehicles being used to transport K-12 students. PA law requires all rental vehicles be outfitted with the same requirements as traditional school buses (seatbelt cutter, fire extinguisher, etc. to name a few) when being used to transport K-12 students. Enterprise does have the capability to outfit these rentals, at an additional cost, to meet each state's requirements for long-term rentals of a month or more. If you have such a rental need, for additional help, or any questions, please reach out to **Erik Renno** at Enterprise at 610.230.5223.

Mobile Payments Made Easy for Families, Get Funds Faster

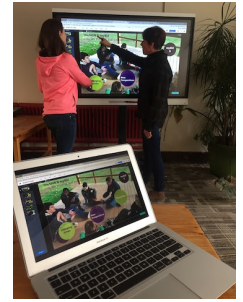


Families love mobile. Schools should, too. What happens when you give them ease and flexibility to pay and give on the go? It makes giving effortless and saves your office time by putting the power to pay in your families' hands. **Community Brands'** new MySchoolWallet app offers a simple mobile payment solution – no more lost checks, missing deposits, or reconciliation woes. By opting in, families can make quick, secure payments to your school with just a few taps and all your payment data is in one intuitive place:

- **Customizable** – Choose the options that suit your school's needs
- **Seamless integration** – Export transaction details into your school financial software
- **Get funds faster** – Access funds within 48 hours
- **Automated payment receipts** – Families get immediate payment confirmation
- **Reconcile payments with ease** – Eliminate hours of manual work each month

Implementation is easy and cost-free. Contact us to [request a demo](#) and learn how this new mobile payment app provides your school a better way to take care of business.

Looking Ahead to the 2019-2020 School Year



This is the time of year when many schools are reflecting on how they might do things differently the next time around. Perhaps processes need to be streamlined or new technology needs to be vetted, or faculty and staff need training. Most schools simply don't have the bandwidth to address such strategic matters, and find their current technology support or classroom technology integration inadequate -- **Edu-Tech** could be the key to making all these goals work!

As the consistent volume leader for goods and services in the PAISBOA purchasing consortium for many years, Edu-Tech has led the way in providing educational support services with technology staffing solutions that have exceeded schools' expectations. As technology has become ubiquitous in every facet of our lives, it has become the backbone of education, touching every aspect of school operations in and out of the classroom.

Edu-Tech understands the mission of independent schools, as it is the only market segment we support! Our success rate with so many PAISBOA schools, coupled with our menu of academic and administrative technology staffing solutions, reflect that we are truly in tune with the needs of independent schools. It all starts with a free initial consultation, followed by a discounted technology audit and assessment to help both parties understand your current state of technology and processes and goals for moving forward.

If you have a need for technology support or technology integration staffing at your school and plan to conduct a search for a managed IT service provider, or intend to post job opportunities to find the right candidate, now is the time to consider the alternative solution that so many other schools have chosen.

Contact us today for your free initial consultation!

<https://www.edu-tech.com/apps/pages/contactus>

School Specialty: Make The Honor Roll!



We know teachers and students work hard all school year long, and that's why the Honor Roll was created. It's our chance to recognize and reward you and your students for all the incredible efforts you've put forth this school year. So, help us celebrate your achievements and spread the word by nominating an exemplary classroom for the 2019 **School Specialty** Honor Roll! Three winners will be selected to become members of this year's School Specialty Honor Roll!

Each winner will receive:

- \$500 School Specialty Merchandise Certificate
- 2019 Honor Roll Trophy
- Classroom Student Awards

Directions: Nominate a classroom (your own or another) by telling us about the biggest classroom accomplishment achieved this year. [CLICK HERE](#) to enter!

Technology Can Help Increase Your Accounts Payable Productivity

Spring is in the air and **Canon Solutions America** wants to help you simplify and speed up your AP processes, reducing AP errors and unnecessary late fees and rebills. We are offering our Accounts Payable software at a reduced rate for all PAISBOA members! Take a look at the [attached link](#) and contact **David Ross** to learn more. dross@csa.canon.com or 610-361-7930.

Summer: Consider PAISBOA-Tangent Peak Energy Management Program

With summer approaching, now is the time to consider enrollment in the PAISBOA-Tangent peak management program. Participating schools have reduced their electricity use based upon Tangent Energy's summer peak notifications and realized significant cost savings. The Tangent AMP™ platform, Tangent's extensive experience installing PV systems, and Tangent's relationships with Cummins Power Generation makes Tangent uniquely qualified to support the implementation of an innovative solution for schools seeking to reduce their energy costs. [READ MORE](#)

Please contact **Cheryl Cossel** at ccossel@edgeGEN.com or 610-217-3676 if you would like to start taking advantage of this innovative PAISBOA cost savings opportunity.

Let Your PECO Energy Report Guide Your Energy Treasure Hunt

In celebration of Earth Day this week, we want to provide schools and students with information on how to identify opportunities for energy efficiency improvements.

Don't miss out on buried energy savings at your school. PECO offers a complimentary energy report that can help you understand your school's energy use, so you can help your students find energy-saving potential in your buildings.

When you get students involved in an Energy Treasure Hunt, you can identify areas where you can make improvements to save. With energy-efficient lighting upgrades, you can:

- Save an estimated 8–10% on your school's energy bill

- Improve savings by an estimated 2–4% with exterior lighting upgrade
- Increase student and staff engagement, attendance and productivity
- Reduce the need for air conditioning
- Enhance comfort and safety

[Get the Report here!](#)

During your Energy Treasure Hunt, share energy-saving tips with students and help them [map](#) out quick ways to save in your buildings. [Get more information](#) to plan your school's Earth Day adventure today!

Questions? Contact us at 1-844-4BIZ-SAVE (1-844-424-9728).