

WHY GRAINGER?

Time-Saving Solutions to Get the Products and Services You Need

This guide can be used to understand how to leverage the TIPS and Grainger national contract. It is designed to help you maximize TIPS sales opportunities and support local promotional efforts for the TIPS discount offered through Grainger.



THE INTERLOCAL PURCHASING SYSTEM

WHO IS GRAINGER?

Grainger is a business-to-business distributor of products used to help maintain, repair and operate facilities. Approximately 3 million businesses and institutions worldwide rely on Grainger for products such as safety supplies, ladders, motors and janitorial products, along with services like inventory management and technical support.

These customers represent a broad collection of industries including healthcare, manufacturing, government and hospitality. They place orders online, with mobile devices, over the phone and at local branches. More than 4,800 key manufacturers supply Grainger with 1.5 million products stocked in Grainger's nationwide network of distribution centers and branches.

THE VALUE OF GRAINGER

- **Gain more visibility into your spend** and how you can impact total cost of ownership as well as create more working capital back into your business
- **Reduce complexity** in purchasing, managing and utilizing your inventory
- **Reduce costs** and operational expenses by streamlining processes
- **Manage compliance** to both internal policies and external regulations
- **Contribute to your diversity** requirements or goals through access to our Distributor Alliance Program
- **Gain expertise** without adding headcount through our specialist network

ONLINE PURCHASING SOLUTIONS

From advanced purchasing options to mobile apps, count on Grainger for online solutions to help simplify your day. Whether you're in the office or on the go, take advantage of time-saving solutions to place orders, streamline your approval process and manage your spend. Just register on Grainger.com® to access your pricing, view your order history, save favorite items to your personal lists and check real-time product availability.

Our online solutions for your purchasing needs include:

- **Grainger.com®**: Easy-to-find products and fast checkout.
- **Order Management on Grainger.com®**: Fast track your order approvals and generate usage reports.
- **Mobile Apps**: Get the products and services you need no matter what device you use or where you go.
- **eProcurement Connections**: Manage your spend, help ensure procurement compliance and automate processes.

Visit [grainger.com/onlinepurchasing](https://www.grainger.com/onlinepurchasing) for more information.

GETTING STARTED!

Take Advantage of Everything Your Contract Offers

Your contract with Grainger provides your members with access to a suite of solutions to help keep their operations up and running and people safe. Take advantage of:

- **Competitive pricing** on the products you use most.
- **Distribution network:** The Grainger supply chain is built to provide customers with the right products, at the right time and in the right place.
- **Services and solutions:** From safety services and inventory management to OSHA and HACCP audits, Grainger offers hundreds of value-added services and solutions to help you take costs out of your business.
- **Supplier relationships:** Access more than 4,800 suppliers and their product solutions and expertise.
- **Customer service:** Call, click or stop by a branch for product or technical help.

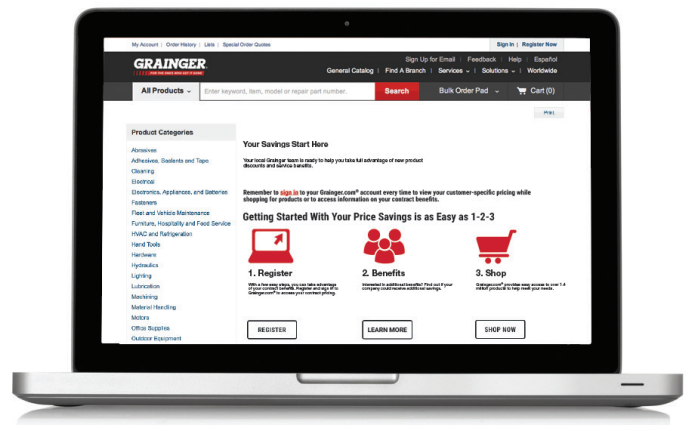
REGISTERING ON GRAINGER.COM®

All online users must register and sign in to Grainger.com® to see your company's specific pricing. To get started, follow these steps:

1. Register your account number on grainger.com/tips
3. Start shopping and save!

WE ARE HERE TO HELP

- Call 1-800-GRAINGER for 24/7 customer service
- Vasanti Brandl, Government Sales Manager, 512-550-3708 Vasanti.brandl@grainger.com
- Find additional help online at grainger.com/help



SUMMARY OF RESOURCES

Promotional Tools to Help Get the Word Out

TIPS also has access to a variety of creative materials designed to help inform members of the benefits of doing business with Grainger.

DON'T WAIT! Learn all the ways that Grainger can help you get more done when you complete your registration.



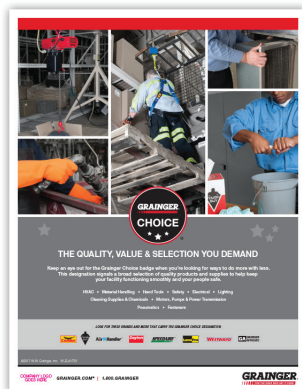
32 Category Line Flyer



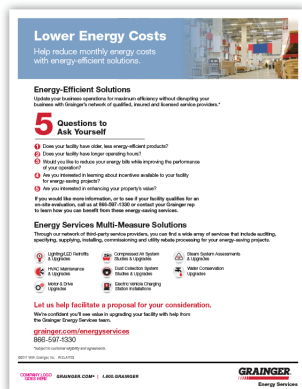
KeepStock® Flyer



Safety Flyer



Grainger Choice Flyer



Energy Services Flyer



Publication Ads



Display Ads