

NORMANDY GROUP PURCHASING ORGANIZATION (GPO)

WHY OVERPAY? LET US HELP YOU SAVE!



Welcome to NormAndy Financial Services Group Purchasing Organization - Specializing in supply chain management initiatives designed to **achieve significant savings** for our clients while maintaining quality and service.

In the United States, a **Group Purchasing Organization (GPO)** is an entity that is created to leverage the **purchasing power** of a group of businesses, organizations or non-profits to obtain discounts from **vendors** and **suppliers** based on the collective buying power of the GPO members.

Unlike most GPO's, NormAndy's is funded solely by the vendors we work with. We have no membership fees, no annual fees, set no mandatory participation levels and no minimum purchasing requirements for our members due to the confidence that our pricing structures have been negotiated with all our members best interests in mind. Enrollment is quick and easy. [Click here](#) to fill out our enrollment form.

Office DEPOT. OfficeMax®

Enjoy savings of up to 80% on over 93,000 items. With the ability to customize pricing specifically for your companies needs allow for the greatest savings available.

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CINTAS® THE SERVICE PROFESSIONALS

Cintas is America's leading facility services and first aid provider.

Enhance your organization's image and provide a healthy, safe work environment. Facility Services offer an array of mats, mops, soaps, air fresheners, paper, chemical and restroom/hygiene services, ensuring your facilities are kept clean, safe and healthy.

OSHA requires all companies to make adequate first aid supplies and training services available to their employees, and Cintas' convenient program makes it easy to comply.

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ARG MAKING POWERFUL CONNECTIONS

Our telecom audit provide clients with a highly experienced resource for evaluation, purchase, implementation, and ongoing support for voice and data services.

We believe that telecom consultants must be willing to stand behind the recommendations they make. Even though your service may be with AT&T, Verizon, Centurylink, Level 3 or one of the other 30+ service providers we represent, we act as your telecom service and support team as long as you are using one of our telecom solutions. Our interests are aligned with yours in selecting the best telecom service provider to meet your needs.

Examine your current service and once we've spoken with you to determine what you have in service today and what your future objectives are, we will:

- Analyze your current billing into a detailed, easy to understand snapshot
- Review your current contracts
- Perform a data bandwidth audit, if appropriate
- Talk with your equipment vendors to inventory important technical details
- Send our engineers to physically survey your configuration

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SPECIALIZED TAX INCENTIVES

Cost Segregation Studies:

A cost segregation study is a strategic tax tool used to accelerate depreciation deductions. Instead of depreciating a building's full cost over 39 years, the IRS allows certain building costs to be depreciated over significantly shorter periods of time. The accelerated depreciation deduction results in increase cash flow that is freed up for operations or other projects. The 1993 Tax Act extended the depreciable life of real property from 31.5 to 39 years. Taxpayers who properly classify their construction or acquisition costs between real and personal property can achieve substantial tax and cash flow savings.

179d EPAAct Tax Deduction:

IRC Section 179D offers a deduction up to \$1.80 per square foot for the cost of eligible energy-efficient commercial building property. Under Section 179D, owners can take a deduction for installing energy-efficient property that is part of a building's:

- Interior lighting system
- Heating, cooling, ventilation and hot water systems
- Building envelope.

Energy Star Benchmarking and Certification:

ENERGY STAR is a U.S. Environmental Protection Agency (EPA) program that helps business and individuals save money and protect our climate through energy efficiency. By benchmarking your building, you can compare your building's energy usage against similar buildings across the nation. If your building qualifies in the top twenty-five percentile, your building can be certified ENERGY STAR and market its excellence in energy efficiency.

Benchmarking Service Includes:

- ENERGY STAR score/EUI (energy use intensity) rating
- Comparison of energy consumption with similar buildings around the nation
- Determination of ENERGY STAR certification qualification
- Entering all required data into ENERGY STAR's Portfolio Manager
- Assistance with Partnering your organization with EPA ENERGY STAR to receive recognition

Pricing: Calculated per utility meter annually is \$200.00. Additional fees may apply if you would like monthly updates applied. This will provide you with an ENERGY STAR score and /or EUI rating compared against similar buildings in the nation. If Certification is desired and obtainable this fee will be applied to our certification fee of \$400.00 per utility meter.

LEED Modeling:

Energy Modeling, or Energy Simulation, is the use of computer-based software to predict a building's post-occupancy energy usage behavior while in the Pre-Design or Design phase.

In order to analyze the energy model results of a certain facility, a comparison is made against a baseline building (i.e ASHRAE 90.1 series)

To quantitatively predict how a building will actually perform once built, the energy simulation includes the building location, local climate data, building orientation, building components, building systems, occupancy and operational schedules.

Energy Modeling Benefits.

Energy Modeling greatly simplifies the Pre-Design and Design Process, through the generation of data metrics, avoiding costly re-works within the Construction.

This metrics will assist your team decide upon the best design strategies to deploy in-terms of Energy reduction impact, building Optimization, and return on investment.

The main benefits of energy modeling services are:

- Reduced Design Costs
- Reduced re-work Costs
- Reduced Taxation
- Increased Rents
- Increased Asset Value
- Longer Tenant Agreements

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AMG provides our clients with extensive industry experience and leading edge technology to ensure reliable and seamless transaction processing. AMG takes the time to understand your organizations needs, enabling our experienced professionals to provide the right solutions for your organization.



At AMG we believe an educated customer is the best kind of customer. In line with our company mission, AMG provides all clients and potential clients with full disclosure regarding our products and solutions. We will speak in non technical jargon and if you don't understand something, **JUST ASK US**. It is important to us that our clients fully understand how we will work together and make their relationship with AMG a positive experience.

In today's environment, accepting credit cards as payment for goods or services is no longer an option. AMG ensures that our clients are taken care of every step of the way. From educating a potential client on the many aspects of Merchant processing to providing 24/7 personalized customer support, we are always available to answer your questions.

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ShiftableHR

Employer Administrative requirements continue to rise. As a business owner your greatest challenges are finding the right people and keeping a reign on your expenses. Employer administrative threats such as ACA, minimum wage increases, and mandatory paid time off laws create enormous challenges that stretch the operating bandwidth of most small to medium sized businesses.

The roles you take on as operator, employer, planner and business developer can consume all of your resources and time. If your focus is not clear every step of the way your business suffers. Like most companies, managing employer responsibilities such as Payroll, Taxes, Workers' Compensation, Employee Benefit Programs and HR compliance is like a stroll through a mine field. One wrong step and it could be a fatal blow to your business. Nothing impacts your personal financial security like the burden placed on you as an employer.

ShiftableHR delivers a fully integrated workforce management solution on our cloud based platform. Our powerful, multi-solution service platform is configured to meet the needs of each and every client. Nowhere else will you find such a powerful combination of workforce management solutions that help your company control labor cost and keep compliant with all of the employer related responsibilities.

\$1.60 per paycheck plus \$10 per pay period with no other fees. No quarterly fees, no end of year fees, no W-2 fees.

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Imperial Dade is the largest independent distributor of foodservice disposables, janitorial supplies and equipment in the Eastern United States, Puerto Rico and the Caribbean. We offer our customers over 15,000 items in stock and ready for next-day delivery.

Imperial Dade delivers more than just products. Imperial Dade delivers unique solutions to every customer we serve. Our team of specialists understands and fulfills the needs of our customers. In addition, Imperial Dade's Greensafe, EatSafe and Environmental Service Programs are examples of value-added customer focused solutions.

Founded in 1939, we remain a family owned and operated company.

Today, over 2000 Imperial Dade associates service the entire Eastern United States, Puerto Rico and the Caribbean from 18 distribution facilities and 17 sales offices. Although the company has grown by leaps and bounds during the past 80 years, the core values of the founders still hold true. Imperial Dade will provide customers with the best products and service possible, continuously striving to exceed expectations.

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Sherwin-Williams is America's largest, most recognized paint manufacturer with over 4,000 convenient locations. NormAndy's GPO brings you this single source supplier for paint, flooring, wallcovering, supplies and equipment along with expert technical support.

When you need to paint your facility, simply call your local Sherwin-Williams store. They will send one of their 1,800 experts out to your location to price out exactly what you need. Your contractor will pick up the paint directly from your local Sherwin-Williams store at savings of 30%-50%. You don't have to worry about your contractor marking up the cost of paint and supplies or purchasing products they don't need for your job.

Sherwin-Williams comes to your facility for **FREE!**

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Constant Contact®, Inc.'s email marketing and online survey tools help small businesses and organizations connect to customers quickly, easily, and affordably and build stronger relationships.

NormAndy Financial Services customers receive an additional 10% off the standard prepay discounts. That is 20% off six months, or 25% off the full year. Pre-payment is required for these member exclusive savings. [Click here](#) to start today!

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Financial Recovery Strategies (FRS) was founded in 2008 with the mission of recovering its clients as much money as possible while adhering to the highest level of professional ethics and standards, providing our customers best-in-class services with no financial risk. Located just outside of New York City, FRS is a dynamic corporation comprised of [professional specialists](#) whose impressive backgrounds include solid careers in law, class action claims administration, corporate restructuring and bankruptcy, accounting, financial asset and corporate management. These combined experiences explain the favorable relationships FRS cultivates with Fortune 500 companies.

FRS continues to develop successful business relationships by adding exceptional value through ongoing support efforts; earning trust and respect from satisfied clients. Not only does FRS establish long-term relationships, but also focuses its efforts on maximizing your company's profits through unparalleled [class action claims management](#). FRS consistently identifies and improves cutting edge recovery services, while taking pride in its superior customer service and customer satisfaction.

[Learn More](#)



818 Inc. is a Medicare Supplement Insurance Agency providing seniors with the information they need to choose the right Medicare Insurance plan for their needs. At no charge, we educate seniors on the costs and benefits of each plan and then handle the entire enrollment process on their behalf.

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Copier and Printer Sales, Leasing and Service

Need help with office equipment? Ameritel Corporation is an award-winning, full service provider dedicated to helping customers with all their copier and printer needs! Isn't it time you joined the over 5000 companies that already depend on Ameritel for their excellent customer service and top product lines? Family owned and operated, Ameritel Corporation cares about your business and works with you to design the best equipment plans for your business needs. It's this kind of personalized service that distinguishes Ameritel Corporation from other companies.

Ameritel Corporation provides all of its customers with the most convenient service options, competitive prices, and the largest array of equipment and office supply options available, including toner,



drums, paper, and cartridges for all the top brands, including Canon, Kyocera, Xerox, Hewlett Packard, Sharp and Ricoh.

Designed for Your Convenience

Ameritel can repair and replace your valuable office equipment. Their unique services are designed with your needs in mind!

Ameritel Corporation knows that you can't afford to miss any opportunities to communicate with and serve your customers due to equipment malfunction. That's why their service technicians are available remotely to answer your questions, resolve your equipment emergencies, and provide training on new equipment.

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Energy Deregulation has provided commercial consumers in deregulated states with the opportunity to receive improved pricing and customer service on electricity and natural gas. NormAndy has contracted the industry leading Retail Electricity Suppliers to offer your business savings of up to 20%. This savings comes with easy enrollment, flexible terms, no switching fees, no interruption of service, no maintenance fees or other fees. Delivery and maintenance will continue to be the responsibility of the local public utility.

Reverse Auctions guarantee the best prices for electricity and natural gas. Reverse auctions put your company in control instead of the suppliers by allowing you to pick your terms and conditions.

The process we use encourages suppliers to engage in real time competitive bidding; which results in the best available market price for energy (about a 10% + reduction over traditional procurement methods). Our Energy portal can accomplish this because it is an online reverse auction platform. The platform is a real time web based auction event which results in dynamic bidding and achieves rapid downward price pressure that is not normally achieved using conventional paper based bidding RFP procurement. This strategy should be able to significantly reduce your long term energy spend and those savings can help pay for some of the electrical infrastructure cost that your company is incurring.

[Learn More](#)



Our Waste & Recycling Audit specializes in analyzing waste disposal and recycling accounts for all types of properties. As a result of this service, there has been a success in generating refunds, credits and billing reductions on over 80% of the properties evaluated, producing between \$3,000 - \$15,000 savings per property on an annual basis.

Most property managers/owners lack the time and expertise required to effectively audit these accounts, nor do they realize overcharges exist. Our analysis includes finding loopholes by conducting a thorough review of your property, past invoices and pricing schedule. Whether your property is located in a city with set pricing or an open market, we know what it takes to uncover big savings.

Best of all, you pay nothing unless – and until – we produce a direct refund, credit or savings for you. There is absolutely **NO RISK** and, most importantly, **NO FEE** unless we produce "hard dollar" results.

Last year we found over \$2 million in hidden overcharges identified, with over 400 properties currently using this service. Among some clients using this type of service are *CB Richard Ellis, Trammell Crow, Isuzu Motors and Healthcare Partners.*

Our expertise in dealing with the complexities of your waste and recycling bills can make a dramatic difference to your bottom line this year and for years to come.

[Learn More](#)



Workers' Compensation Program specializes in recovering Workers' Compensation premium overcharges at no upfront fees involved. We will perform a free and expert analysis of your company's policies for errors past and present with the goal of locating errors and finding refunds. Our expert auditors have a track record of recovering millions for satisfied clients.

With over 70% of companies overpaying for Worker's Compensation Insurance, our free audit will also give you piece of mind that your policy is accurate. Unlike most companies, that only audit your current policy, we go back as far as seven years to recoup the greatest amount of refund.

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You can save up to 25% off your next car rental while experiencing the comfort and reliability that come with renting from Avis. With 4,800 locations in over 140 countries, there's always an Avis nearby to help you with your car rental needs. To rent a car, visit Avis or call toll free at 1-800-331-1212. And remember to use your NormAndy Discount number B155146 to enjoy these special savings.



Make your budget go further by getting a great deal on a great car from Budget. As a member, you'll get an amazing deal every time you rent – up to 25 percent off Budget's great rates. To book your car, visit Budget Car Rental or call toll free 1-800-527-0700 and mention the NormAndy BCD number: R584747 to receive your discount. Make the smart choice, rent Budget and start saving today!



Looking for discounts on Budget Trucks Rentals? Members save up to 15% off Sunday – Thursday and 10% off Friday – Saturday! CLICK HERE to learn more and reserve your truck online!

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Hiring Incentives have been a part of our country's infrastructure since the early 1940's. At that time most Hiring Incentives were focused on Veterans returning to work after periods of service. This continued to be the main focus for Hiring Incentives until the 1970's and 1980's when the focus was expanded to include Ex Felons, and Welfare Recipients.

There was a dramatic shift and expansion to Hiring Incentives in the late 1990's throughout the 2000's which opened the door for "Job Creation" as the focus for Hiring Incentives. As a part of this change the Work Opportunity Tax Credit (WOTC) was created in 1996 and has been modified, extended and consolidated with existing Hiring Incentives repeatedly since.

Your company may qualify for benefits ranging from **\$1,200-\$9,600** per employee.

Employee Hiring Incentives [Learn More](#)

NormAndy Financial Services
Andy Shuman
301-370-6919 cell
1-800-606-6762 x 102 direct
andy@normandyfs.com
www.normandyfs.com