



Summit

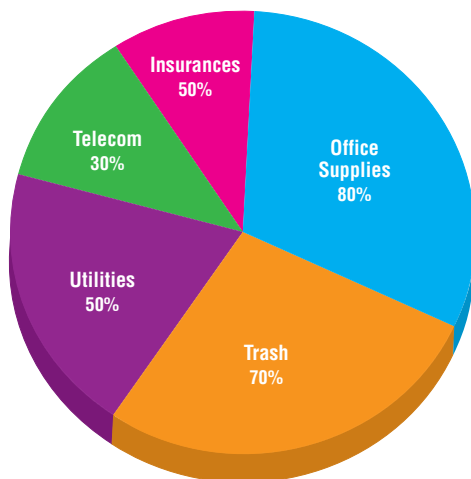
Purchasing Solutions

2021 VENDOR PARTNER PROGRAMS

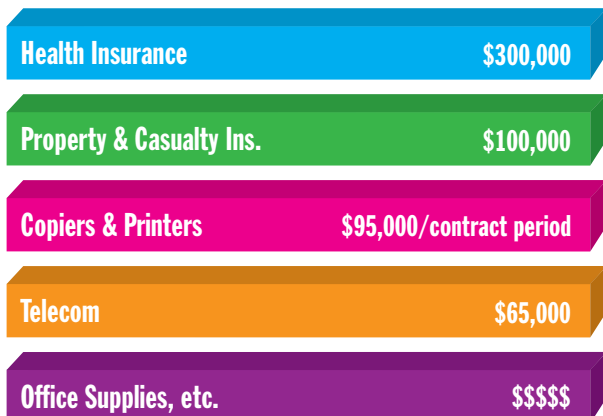
Mission Statement

Insignia Business Partners delivers a greater opportunity to achieve sustainability for companies, non-profit organizations, schools, and churches through these challenging times. Insignia provides a business cost-savings analysis designed to identify spending habits and potential cost savings through our Summit Purchasing Solutions programs. Insignia Business Partners will enhance overall business experiences through efficient purchasing practices and exceptional employee professional training programs.

Top Vendors Utilized by Members



Highest \$\$\$ Savings per Vendor for Single Member



Insignia Business Partners ~ Building Blocks to Success
Ed Casey • Cell: 330-703-0141 • ecasey@insigniabusinespartners.com

Printing • Promotional Products • Apparel • E-commerce



- Local warehousing and pick-n-pack distribution center
 - State of the art e-commerce capability
 - Local screen printing and embroidery facility
- In depth knowledge of the printing and labeling industry



Momentum Telecom empowers human connections through developing, streamlining and integrating cloud voice and cloud-based applications in order to enable others to thrive. An industry leader in customer experience, Momentum Telecom uses superior technology, a geo-redundant network and strategic partners to empower businesses to communicate better, faster and more efficiently. Now is the time to evaluate the best way to leverage your voice and data services to get the most value.



It's not just about ordering supplies. It's about discovering new and better ways to get the job done. We'll find the perfect solutions for how you work, with a robust assortment, plus expert advice based on the needs of your business.



Business Essentials



Technology



Breakroom



Furniture



Facilities



Print & Promo



- Certain Pay is an ISO and controls the processing costs.
- We pass thru all Interchange costs at cost
- Commitment to never raise our rates, Rate Tracker holds us and our competitors accountable.
- Month to Month Contracts, we earn our clients business every month
- We offer every form of payment processing and ability to take payments
- We can compliantly eliminate their responsibility to pay the merchant card fees, keeping 100% of the revenue for their business/organization
- Local to Northeast Ohio with world-wide capabilities

SOLID

Waste & Recycling Services

- Provide trash removal services for Ohio and Nationally if needed.
 - Fixed monthly rates with no added fees
 - Customize monthly billing to our customers needs
 - One point of contact for all services and locations

**Providing financial direction
and vision for small and
mid-sized companies.**



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FocusCFO
Accelerate Your Growth.

focuscfo.com



Reflective Energy Solutions (RES) is a team of independent advisors, helping you make the right energy decisions for your business - not the suppliers or vendors. We help you pay less for what you use and use less through efficiency measures. We are vendor neutral, allowing for consistent help for customers in selecting the right energy solutions for your business.

Critical understanding of rules, regulations, and pricing strategies

Secure the terms on energy costs by negotiating unadvertised rates

Completes price comparison because of market fluctuations

Contractual terms are as important as the price

Savings are passed on directly to the customer

**Reflective simplifies a complex process so you can
make educated choices about your power needs**



SeibertKeck Insurance Partners proudly offer unique insurance and risk management programs in Property & Casualty, Medical Malpractice, Health Insurance, Group Captives, Self-Funding, Guaranteed Cost Options, and more!

Property & Casualty

Specialty expertise areas of medical malpractice, social services professional, abuse, etc.

Thorough and specific non-profit risk management tools and sample policies.

Short and long-term planning for continued savings, 3 year rate guarantees available.

Superior in-house claims management with 24/7 support.

Health Insurance

Extensive experience including group captives, self funding, and guaranteed cost options with solutions for pharma and disease management, wellness, and other cost containment strategies.

Access to top markets for comprehensive plan design and management for health, group life, disability, vision, dental, and other benefits.

17 offices in Ohio with relationships in Indiana, supporting the entire Summit coverage area.



Dynamics CRM

Accelerate sales

Cut sales costs

Get better leads

Align the sales and marketing teams

Improve customer service

Automate sales and marketing processes

Dynamics 365 Non-Profit Fundraising

Raise more money

Show your Impact

Better Tracking

Use easy, modern software



A Medical Billing & Practice Management Company

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Services:

- Behavioral Health, Alcohol and Drug Treatment Billing
- Primary Care and FQHC Billing
- Multi Specialty Billing
- Ancillary Revenue Services

Credentialing:

- Provider Credentialing
- Assist with the set up and maintenance of CAQH
- Processing of State Licensing and License Renewals
- Apply for Medicaid Provider numbers & attach to practice
- Set up and Maintain Rosters for Managed Care



COMMITMENT TO EXCELLENCE - EVERY DAY

Businesses throughout the United States rely on total solutions by Blue Technologies. A local and national award-winning and industry-leading office technology provider.

Whether it's a single multi-function printer or an entire office network, we offer only the best products and services to help your business achieve its goals - independent of any single manufacturer or service.

Our business categories include:

Office Equipment Solutions (copiers, printers, faxes) IT Solutions Productivity & Workflow Solutions

Since our inception in 1995, Blue Technologies has grown and adapted within an evolving industry to meet the needs of our customers.

*However, what has not changed in that time is our
core operating philosophy -*

the Commitment to Excellence - EVERY DAY.



2021 Program Offerings:

SPENDING ANALYSIS

- Apples to apples price comparison
- Provides alternative pricing when appropriate
- Identifies terms & conditions of contract
 - Auto renewal
 - Auto price increase
 - Length/dates of contracts
 - Shipping costs
- Detailed spreadsheet with results & recommendations

INSURANCE SERVICES

- Health Insurance
- Worksite & Voluntary Insurance
 - Accident Coverage
 - Critical Illness/Cancer
 - Hospital Indemnity
- Ancillary Insurance Programs
 - Dental, Vision, Life Insurances
 - Long & Short-Term Disability
- Property & Casualty Insurances
 - Property, General Liability, Auto
 - Executive Liability
 - Malpractice Insurance

INFORMATION TECHNOLOGY

- New Computer Hardware
- Internet & Telecommunication Services
- Technology Planning & Budgeting
- Security Services & Disaster Recovery

PURCHASING PROGRAMS

- Office Supplies
- PPE & Supplies
- Furniture Commercial Grade
- Janitorial Paper Products
- Cleaning Supplies
- Break Room Supplies/Coffee/Sugar
- Shredding Services
- Trash Removal & Recycling Services
- Medical Waste Removal
- Telephone Systems
- Wireless Phone/Internet Services
- Copier/Printers/Faxes
- Mail-room & Postage Equipment
- Commercial Printing
- Floor Mats
- Uniforms
- Apparel Services
- Medical Supplies
- Marketing Brochures, Fliers, Banners
- Fleet Management
- GPS Mileage Services
- Requests for Proposals

ENERGY CONSERVATION

- Natural Gas
- Electric

NEW SERVICES IN 2021

CFO Consulting Services • Fundraising & Tracking Services • CRM System & Services