



**Seagate Alliance**



## MEMBERSHIP SERVICES

*Mission: The strength of our company lies in the ability of our members and affiliates to maximize the programs and services we offer. Our primary purpose is to assist our members in reaching this goal. "The more you put in, the more you get in return." Your success is best demonstrated by the savings you receive. We accomplish this through:*

### On-Going Education and Communication

- ▶ Proactive customer service phone calls based upon member needs
- ▶ Regular contract updates and savings opportunities via e-mail
- ▶ Regionally held Premier meetings
- ▶ "Committee News" mailings and Web updates
- ▶ Regional contract information at [www.seagatealliance.com](http://www.seagatealliance.com)
- ▶ National contract information at [www.premierinc.com](http://www.premierinc.com)
- ▶ Electronic Message Forum

### Team Work Approach

- ▶ Dedicated Account Manager
- ▶ We review current purchasing activity
- ▶ We help establish a work plan
- ▶ We help you manage contracts through continued involvement and assistance from the business partners.
- ▶ We assist in making conversions
- ▶ We have developed regionalized distribution to meet your specific needs
- ▶ We help resolve vendor issues.

### Premier Programs and Services

- ▶ Premier offers a multitude of products (over 140) ranging from Benchmarking to Insurance.
- ▶ We match our members' needs with Premier programs and services, which deliver value and expertise.

### Seagate Advantage

- ▶ Analysis of purchasing needs through reviewing purchase orders over an agreed upon period of time.
- ▶ Identify potential savings through use of Premier or regional contracts.
- ▶ Identify product categories not covered by contract so potential new agreements can be developed.

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