

## MRO – Janitorial, Cleaning, and Safety Products

### SOUND FAMILIAR?

**Buying and stocking disposables is frustrating** for many governments. Our Members have described difficulties stemming from:

- Having to buy from multiple vendors for everything that you need.
- Having to send staff members out shopping to find needed items.
- Constantly being bombarded with sales people stopping by your office to share the “deal of the week”.
- Overpaying for products as a result of paying inconsistent and variable “retail” prices

The NEO|SO MRO Program solves all of these challenges for you!

**“What are MRO, janitorial, cleaning, and safety products?”** With E&R’s inventory of over 100,000 products that’s a challenging question, but here’s a short list of the product categories:

- Janitorial and sanitation products (e.g., paper towels, toilet paper, trash bags, etc.)
- Hand tools, cutting tools, and power tools
- Abrasives, chemicals, and other cleaning products
- Safety equipment
- Machinery, machine tools, and tooling components
- Packaging materials

### NEO|SO’S MRO OFFERING DELIVERS QUALITY AND VALUE

**Our MRO Program provides:**

- **Consistent and competitive pricing** at better than state minimum pricing. Savings levels will depend on your current purchasing programs, but most Members will have **significant savings**. Every NEO|SO Member receives the same price, whether you are a small township or a large city, regardless of how big or small your order is.
- **Free** shipping and delivery of all products (except emergency orders)
- Mostly **American manufactured products**
- **One stop shopping** and monthly **summary billing** for these important products

### HOW DO I START?

If you’re already a NEO|SO Member, we only need your “ship to” address, your “bill to” address, and a tax-exempt form. It’s that easy to start saving money! Please contact us to get started with the program.

**To Learn More** about NEO|SO’s unique MRO Program, Please contact 216.581.6200 (ask for Jani) or [info@neoso.org](mailto:info@neoso.org).

NEOSO’s job is to create leverage – it brings local governments together to achieve incredible advantages that are not possible when working alone. NEOSO develops leverage by creating aggregated procurement and shared service opportunities.

The Northeast Ohio Sourcing Office is a Council of Governments serving 16 counties:

Ashland	Mahoning
Ashtabula	Medina
Carroll	Portage
Columbiana	Richland
Cuyahoga	Stark
Geauga	Summit
Lake	Trumbull
Lorain	Wayne

### What members are saying:

#### A Recent Success

Cuyahoga Community College (Tri-C) recently implemented the NEO|SO MRO Program and expects to save 16% on their entire MRO spend. In addition to the hard savings they chose to utilize the program to:

- ~ receive summary billing
- ~ enjoy inventory management
- ~ receive product and usage recommendations.

These additional areas will show significant savings in time and ultimately hard costs.