

The Associate Program

chapter six

Discounts for your customers' employees

JUST AS EC PURCHASING MEMBERS

enjoy substantial savings on many of the everyday items they use to run their business, they can also share many of these same discounts with their employees. The "EC Purchasing-Associate" program is a great staff motivation tool for your clients.

With the "EC Purchasing-Associate" program, any client's employee can take advantage of many of the same discounts available to clients through the primary EC Purchasing site — through a separate Associate site (www.ecpassociate.com).

As with EC Purchasing, there are no costs, obligations, or minimum orders required to obtain these discounts. And, just as with EC Purchasing, your customers get more from their relationship with you, by giving their employees

meaningful discounts on products and services those employees really want — including:

- **Wireless Service from Verizon and Sprint**
- **Gifts from 1800Flowers, Omaha Steaks, and Mrs. Fields**
- **Travel from Hertz, Enterprise, and the Wyndham Hotel Group**
- **Office Supplies from Office Depot**
- **Printing, copying, and other services from FedEx Kinko's.**

HOW MEMBER-COMPANY EMPLOYEES CAN GET THE DISCOUNTS

Unlike the EC Purchasing program the Associate Program does not require an application process, approval, or web site password. Any business that joins EC Purchasing is automatically eligible to use the Associate Program to share the discounts with its employees.

Managed separately from the primary EC Purchasing website, the "EC Purchasing-Associate" site is available to any employee of any member company, once it has been activated for the member company. Activation is easy; a member simply requests it from an EC Purchasing Account Executive.

Once a client company is activated, its employees — or "associate members" — simply logon at www.ecpassociate.com by entering the business email address they normally use for their job.

Frequently Asked Questions:

HOW MUCH CAN CLIENT EMPLOYEES SAVE THROUGH THE ASSOCIATE PROGRAM?

The discount rate on each product or service is precisely the same as the discount on the EC Purchasing site.

WHY DOES THE ASSOCIATE PROGRAM HAVE A SEPARATE WEB SITE?

The Associate program offers some, but not all, of the products and services on the client-focused EC Purchasing site. For example, the Associate site does not offer discounts from FedEx, UPS, Canon, or Xerox to Associate Members.

DO CLIENT COMPANIES RISK ANY LIABILITY BY OFFERING THE ASSOCIATE PROGRAM TO EMPLOYEES?

No. All items offered through the ECP Associate Program are purchased with employees' personal credit cards. The transaction does not involve the client's business in any way, and your client takes on no obligation of any kind.

WHAT IF MY CLIENTS' EMPLOYEES HAVE QUESTIONS?

EC Purchasing will field these questions — so your clients' staff won't need to. The employees may call EC Purchasing at 888-387-0223 with any questions or support needed from the national vendors. The phone number and office hours are posted on the ECP Associate web site.

