

Twenty Years of Service 1997 -2017



Presented to NYSVARA

New York State Volunteer Ambulance & Rescue Association



Who are we?

- We are the Savvik Buying Group headquartered in Minnesota with offices in Minnesota and Texas. We are governed by a Board of Directors that consists of Savvik members and heads of state and national associations.
- A ***non-profit*** group established by three ambulance services back in 1997. Group wanted to band together to purchase materials and services at a better price. Serving the independent, municipal, and cooperate EMS, Fire Departments, Law Enforcement, Hospital, Education and other services.
- 6,700 plus member agencies, 40+ associations and hundreds of vendor programs. Large vendor programs are competitively bid.
- Our Partnership with NYSVARA started in 2008, to date we have 80 active members rostered that have access to the Savvik programs, and we have given over \$17,500 back to the Association.

Two ways to use Savvik

- **Member Agencies**

- Savings on Consumables
- Big Asset Purchases
- Clothing and Gear
- Fuel and Fleet saving
- Software Programs
- Bid process is complete
- Best Practices Sharing
- Savvik Foundation
- No commitments, ever

- **Individuals through your association**

- Clothing and Gear
- Savings on Hotels, Entertainment, Movies and More
- Savings on Electronics, Phone Bills, and more
- They should never pay retail again!
- Each purchase helps your association



Ambulances –New and Remount

- Competitively Bid – We have done the work for you!
- 12 great manufacturers to choose from
- Multi-Truck negotiation is allowed for deeper discounts
- Bid is for base truck – you spec the rest to your needs





In the line of duty account

- Grainer account set up in the name of the association.
 - Account will have the user name and password selected by the association
 - Account will be linked to the Savvik contract pricing
 - Account will be Credit card only provided by the individual member placing the order. Tax will be charged on all orders
 - Items purchased must be related to job functions
 - Goods will ship to the address provided by the individual member
 - All purchases will roll up to the Savvik master account and a percentage of proceeds given back to your association

Uniforms

TRY OUR **UNIFORM PROGRAM** ON FOR SIZE

Outfit your crew from head to toe at Grainger.

Help identify your officers, firefighters and other emergency personnel in the field and the station. Choose from a wide selection of tactical uniforms or traditional dress, plus duty gear, jackets, patches, insignia, footwear, belts and more. **We'll do the legwork for you.**

- > Save time researching available clothing options
- > Allow for faster identification of your crew when they're in the field
- > Reinforce a professional look for your personnel
- > Reduce lead times with access to more in-stock clothing supplies
- > Save money through improved inventory management

Contact your Grainger rep to learn more.



Save Time and Money

Take advantage of negotiated savings through your government contracts. Grainger has been awarded many competitively bid local, state and cooperative contracts for the products you need.



Customize your uniforms with patches, logos, insignia and more!

EMS Portfolio



Airway Management	Diagnostics-Monitoring	Equipment Bags	First Aid & Trauma Kits
Infection Control	Instruments	IV Supplies	Medication Delivery
Oxygen Delivery	Patient Handling	Portable Suction	Resuscitation-AED
Splinting	Training	Ventilation	Wound Care

			
			

ZOLL®

- **Competitively Bid! We have done the work for you!**
- **32% discount on AED Plus defibrillators**
- **25% discount on all accessories and disposables**
- **25% discount on product upgrades**
- **18% discount on X Series defibrillators and related accessories**
- **18% discount on Propaq MD defibrillators and related accessories**
- **25% discount on M Series & E Series related accessories and disposables**
- **Aggressive discounts on AED Plus and Monitors with additional discounts available for single purchase orders of 2 or more units**



Just tell your ZOLL salesperson "I WANT TO USE THE SAVVIK BID!"





- Updates and Upgrades coming
- New Leadership in the EMS division
- Better more organized onboarding process
- Members to get supply list crossed and loaded into website
- EMS only catalog for our members. Easier searches for what you need
- New Henry Schein website to find products easier
- Leveraging Vizient, one of the largest acute care groups in the nation to get acute level pricing, to all members
- Voted one of the most ethical companies to do business with



- As a member of the Savvik Buying Group, you can access your new Staples Business Advantage account will offer additional savings on items that you use everyday. Your purchases can be shipped direct to your location or picked up at any of our 2,200 stores nationwide. Second largest e-retailer in the world behind Amazon.
- Using our partnership with Vizient (formally Novation) we can offer you deep discounts on a core list of almost 1,500 key items.





- As a member of the Savvik Buying Group, Best Buy Business account will offer additional savings on items that you use everyday. Your purchases can be shipped direct to your location or picked up at any of our 1,100 stores nationwide. With over 150,000 brand name products and the knowledge to listen and understand your needs, Best Buy can also customize contracts for large orders.



TCF Equipment Finance (TCFEF) develop strategic finance programs for dealers/distributors that are easy, straightforward and tailored to the Ambulance industry.

Dealer/Distributors Benefits:

- Same Day Funding
- Competitive Pricing & Programs
- Personalized Service
- Fast Turnaround

Types of Equipment Financed

- Type I Ambulances
- Type II Ambulances
- Type III Ambulances
- Wheelchair Vans



**Through Savvik
you will also be
able to finance
other equipment
like monitors and
chest compression
units!**



Entertainment and More





HOTENGINE™

- Website designed to offer business the lowest B2B rates anywhere. Even lower than Expedia, Travelocity and others.
- The ability to have direct billing
- The ability to download receipts – no more searching!
- Manage how much each person can spend each night
- Track spending by group or location
- Best of all we will be able to share this with all individual members of Savvik as well!

**BEST DEALS ON
HOTELS**





Thank you NYSVARA for your membership!

