



THE LARGEST NATIONAL
PURCHASING RESOURCE
EXCLUSIVELY FOR ALL YMCAs



YPurchasing Overview

Indiana Alliance of YMCAs



Group Purchasing for ALL YMCAs

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About YPurchasing

- **Free Access** & Open Purchasing Resource for Every YMCA – **No Fees, No Cost**
- YMCA GPO / Cooperative - **100% YMCA** Member Driven
- **Negotiate, Audit & Assist** with Purchasing on Behalf of the YMCA
- 7 years of Focus on Purchasing for YMCAs – It's all we do!
- Oversight and Mandated by YMCA Executive Board of Directors
- Not a Vendor – 80+ Vendors & 30+ Programs
- **8-22% Aggregate Savings** Beyond Non-Member YMCAs
- Significant Bargaining Power and Volume
- Diversity Access to Tier-1 and Tier-2 Level Vendors

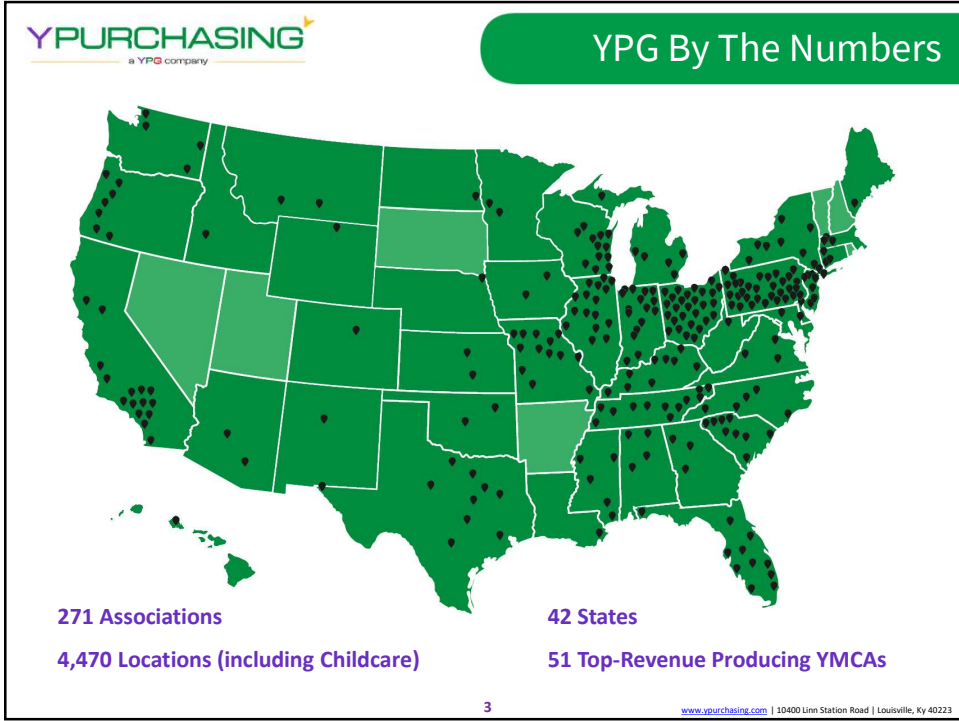
IMPACT STATEMENT

Advocating responsible spending and serving as a steward for all YMCAs by ensuring the best possible pricing, quality products and services to make an impact on the YMCAs advancement of youth development, healthy living and social responsibility.

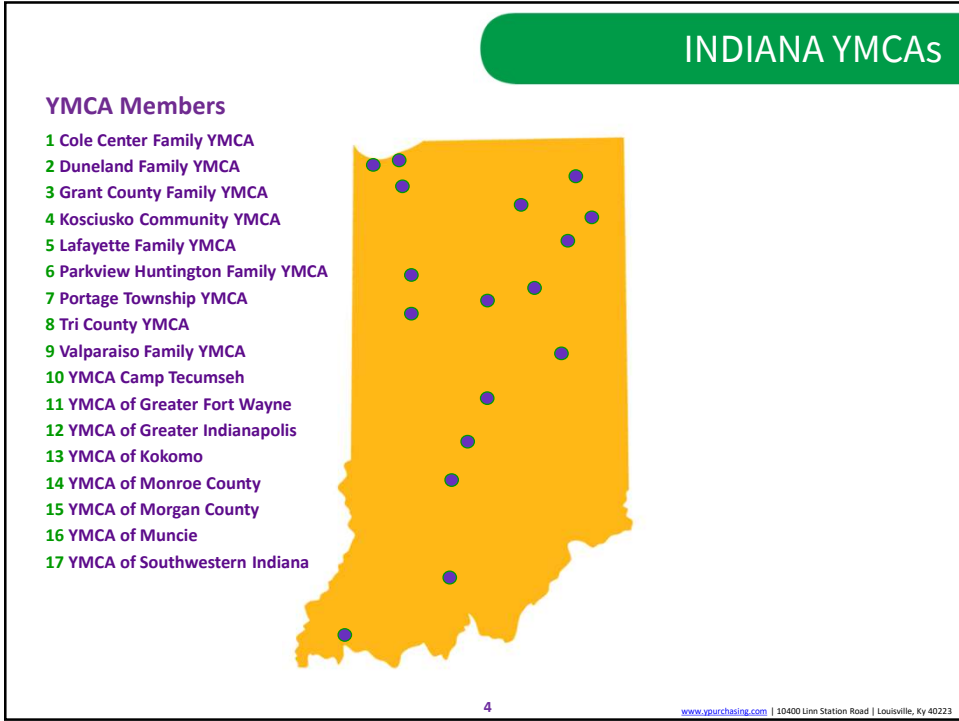
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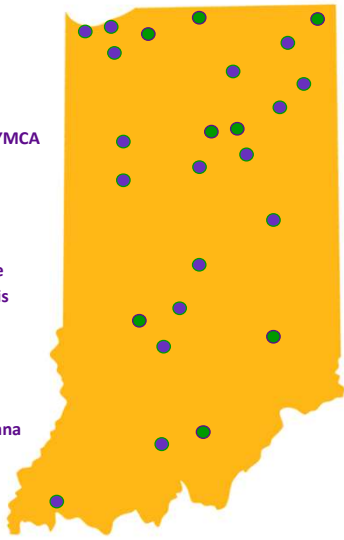


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INDIANA YMCAs

YMCA Members

- 1 Cole Center Family YMCA
- 2 Duneland Family YMCA
- 3 Grant County Family YMCA
- 4 Kosciusko Community YMCA
- 5 Lafayette Family YMCA
- 6 Parkview Huntington Family YMCA
- 7 Portage Township YMCA
- 8 Tri County YMCA
- 9 Valparaiso Family YMCA
- 10 YMCA Camp Tecumseh
- 11 YMCA of Greater Fort Wayne
- 12 YMCA of Greater Indianapolis
- 13 YMCA of Kokomo
- 14 YMCA of Monroe County
- 15 YMCA of Morgan County
- 16 YMCA of Muncie
- 17 YMCA of Southwestern Indiana



Covid Assisted YMCAs

- 1 Decatur County Family YMCA
- 2 La Porte County Family YMCA
- 3 Miami County YMCA
- 4 Owen County Family YMCA
- 5 Wabash County YMCA
- 6 Washington County Family YMCA
- 7 YMCA of Greater Michiana
- 8 YMCA of Steuben County

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Vendors at a Glance

YPurchasing has negotiated pricing with over 80 vendors exclusively for YMCAs. Some are shown below:

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YPG Marketplace



powered by 

Partnerships










YPG Marketplace is an **exclusive online shopping platform** for ALL YMCAs powered by SpendBridge. Includes contracts from YPurchasing, YUSA and Gro.



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YPG Marketplace


Overview

Standard YPGMarketplace Platform


- Available to every YMCA at NO COST*
- \$1,000,000 3yr YPG investment** on behalf of YMCAs

Basic Offering for ALL YMCAs


- One-stop shopping experience for every YMCA
- Unlimited** YMCA users with 1-level approval workflow
- Access to over 80 vendors and 50+ programs**
- Automate your account payable process
- Orders go directly to vendors
- Access to purchasing history
- Select only the vendors you want to order from
- Add your local vendors to shop***




32 Active YMCAs



773 Registered YMCA Users




29 Active & Live Vendors



6 Vendors in Pipeline

“ If anyone has ever shopped online, they’re pretty much already an expert in YPG Marketplace. ”



Debbie Zeese, Assistant Controller
YMCA of Greater Indianapolis

* "Procure-to-Pay" module options available for a fee

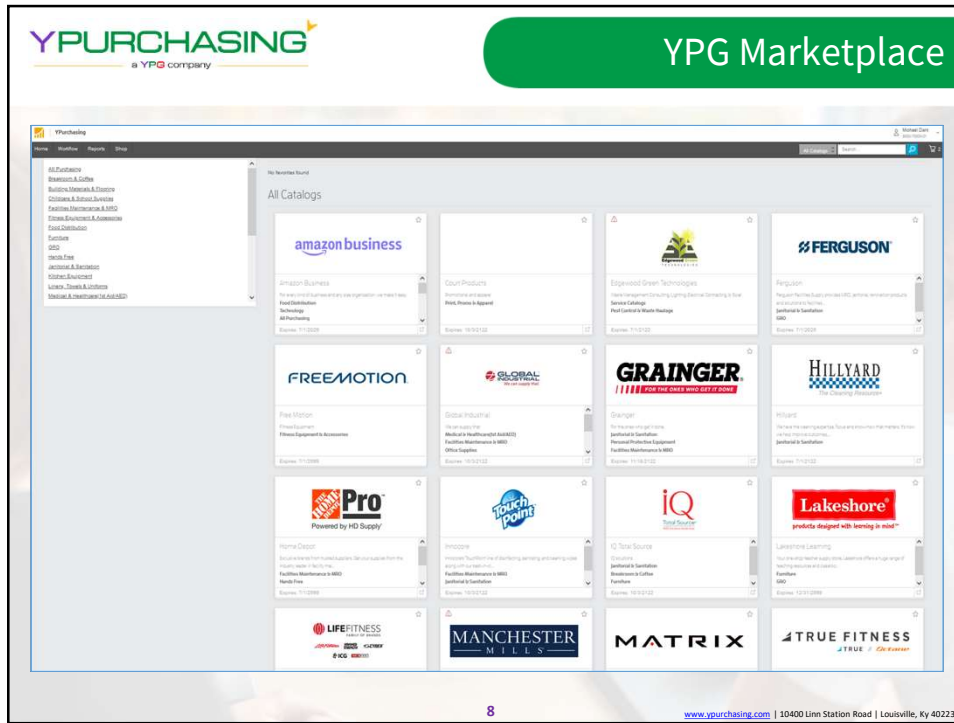
** Planned number of vendors and programs by year-end, 2023

*** Local vendor availability roll-out in Q4 2023

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Procure-to-Pay

Purchasing flexibility to meet your basic needs. Require more? Take a look at the entire YPG Marketplace Suite Upgrade*:

01 YPG Marketplace

02 Procurement Module*

- Requisition Workflow and Approvals
- PO Submission
- Electronic Packing List

03 AP Module*

- Electronic Invoice Capture
- Invoice Workflow
- Integrated Payables & ERP

04 Expense Module*

- Electronic Expense Report Workflow & Approvals
- Eliminate Manual / Paper Expense Reports
- Easily Enforce Spending Policies

*Additional costs apply
** Integrations planned with these systems

*Modules are priced separately AND independent of each other

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YPG Marketplace

Vendors

Active/Live Vendors 29

1. Amazon Business
2. Court Products
3. CrossNet
4. Edgewood Green Technologies
5. Ferguson
6. FreeMotion
7. Good Sport
8. Grainger
9. Hillyard
10. HD Pro
11. TouchPoint
12. IQ Total Source
13. Lakeshore Learning
14. Life Fitness
15. Manchester Mills
16. Matrix
17. NPN360
18. Octane Fitness / True
19. Office Depot Pro
20. Power Systems
21. Royal Cup Coffee
22. Seca Scales
23. Staples
24. StepNPull
25. Stroops
26. The Y Apparel Store
27. Tune Energy
28. US Foods
29. YShop Biz

Testing & Onboarding Vendors 6



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YPG Marketplace

Training



Thank YOU and the team for the training today. I called our CEO afterwards and couldn't stop talking about how great this is going to be for us. We appreciate all the work YPG is doing to help lower our overhead and increase our productivity. Centralizing all of these vendors into a "one stop shop" is a game changer for efficiency for us...and that's before we even venture into product savings. ”

- **One-on-One Training** – schedule a specific time for personalized training and support when you need it.
- **Webinars** – 5 webinars in 2023 focusing on purchasing functionality and interviews with YMCA users, featured vendors, YPG Marketplace and SpendBridge representatives.
- **Support** – YPurchasing offers technical and administrative support for any YPG Marketplace user.

Training, webinars and support provided by both YPurchasing and SpendBridge.






Patrick Mainieri, COO
Bloomington-Normal YMCA

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YPURCHASING
a YPG company

Amazon Business

amazon business

- YMCAs spend roughly \$41 million annually with Amazon
- As of 4/12/23, only 265 YMCAs are connected to Y-USA discounted pricing

the **Y**
YMCA

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- Amazon Business will be offering YPurchasing discounted pricing through YPG Marketplace (in addition to Y-USA pricing)
- New pricing for YMCA High-Use-Items will include:
 - Janitorial
 - Office Supplies
 - Camping Program Products
 - IT / Computer Products / iPads, etc.
 - More

the **Y**
YMCA

YPGMarketplace
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Y PURCHASING
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amazon business

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the **Y** YMCA

YPG Marketplace
powered by SpendBridge

Participating in YPG Marketplace ENSURES that your YMCA is getting the additional discounted products

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Y PURCHASING
a YPO company

Associate Membership

No Fee to Participate – Access to ALL Programs

Getting Started is Easy as 1, 2, 3

- 1**
Review 2-Page Participation Agreement
- 2**
Sign 2-Page Participation Agreement
- 3**
Schedule Kickoff Meeting

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YPURCHASING
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Ask Yourself – Why Not?

Be the Steward Your Y Deserves

- 1 No Cost to Join, Commit or Cancel**
- 2 Accessible Resource for EVERY YMCA**
- 3 No Exclusivity**
- 4 Freedom of Choice**



Let the YPG doctors help with your purchasing troubles!

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THANK YOU!

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