To: Deans
Vice Presidents
Directors
Business Managers

From: Michael J. Mandl

RE: Fisher Scientific Preferred Supplier Agreement

Date: April 14, 2005

As you know, over the past year we have focused on reducing costs in several commodity purchasing areas, including a subset of scientific supplies. I write to inform you that we recently entered into a preferred supplier relationship with Fisher Scientific for general scientific supplies, not for highly specialized research products. The new agreement with Fisher reinforces Emory's strong relationship with the company, which has agreed to lower prices and improve service levels in return for the designation.

It is important to state that a "preferred" agreement does not mean an exclusive relationship. While Fisher has agreed to match discounts offered by competitors for similar products and fix prices for our most commonly used items (for the first year of the agreement), products exclusive to Fisher's primary competitors may still be purchased when needed. The Fisher agreement only addresses products that are exactly the same as those sold by Fisher.

Further, opening the door to other suppliers when necessary is not intended to lessen our commitments to Fisher. We requested a proposal from another company and selected Fisher based upon the higher value of its proposal. Before entering into the Fisher agreement, we also presented the essential terms of the agreement to Woodruff Health Sciences Center leadership and also received input from various constituents across campus. Maximizing Emory's savings will improve if efforts are made to use Fisher whenever possible and appropriate. Please communicate this savings opportunity to those in your organization who are responsible for purchasing scientific supplies.

To assist with implementation of the Fisher agreement, the Procurement Division will appoint a steering committee to oversee the relationship. Selection of committee members is underway, and you are encouraged to nominate interested individuals to Rex Hardaway, Director of Procurement, at 727-4332. For additional information about the Fisher relationship, please contact Wondra Julien at 727-7017.

We appreciate your cooperation in realizing these savings for Emory.

MJM: ba

cc: James W. Wagner
    Michael M.E. Johns
    Earl Lewis
    Thomas J. Lawley
    Claudia R. Adkison