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## **IS.GROUP RE-AWARDED GSA FSSI BPA OFFICE SUPPLIES CONTRACT**

is.group announced today it was awarded a Blanket Purchase Agreement (BPA) to sell office supplies under the second generation General Services Administration (GSA) Federal Strategic Sourcing Initiative (FSSI). Ninety-three dealer members currently participate in the is.group GSA/BPA program. As the only dealer group to be awarded a contract, the is.group certified participants will enjoy a portion of the estimated \$200 million volume of purchases through the new agreement annually.

is.group has held a contract under the first generation FSSI BPA contract since 2007, providing tremendous opportunities for its members to sell office supplies and paper to a variety of government agencies.

"We are pleased to be awarded a BPA under the second generation FSSI contract. Retaining this piece of business was an important part of our plan in expanding Independent Stationers' *"Your Trusted National Choice"* National Accounts Program. This is an important value-added benefit for our members and we are excited about the changes the new BPA will bring to their sales volume with the federal government," said Mike Gentile, President and CEO of is.group. "We applaud GSA in recognizing the abilities of is.group and its dealers to provide a complete solution of competitive pricing and exemplary customer service."

Gentile also announces the promotion of Charles Forman from Vice President to Executive Vice President. "Charles has been with is.group for 8 years in key leadership positions such as Director of Office Furniture, Director of Dealer Business Development and most recently Vice President. He has been in the office supply and related industries for over 20 years. After owning an independent dealership that he sold to Corporate Express in the mid-1990's, he held key management positions with them in Tennessee and Atlanta, Georgia. His personal experience as an independent dealer combined with the knowledge he gained while working with a big box is invaluable to our dealer members and the continuing development of their businesses. "

**ABOUT IS.GROUP:** Founded in 1977, is.group is a leading global organization providing marketing support and purchasing power for the independent office

products dealer. The organization's members are located throughout the U.S. and in 3 foreign countries. Collectively, is.group members produce \$2.5 billion in end-user sales from small to mid-sized businesses. For more information, please contact Cora Baker at is.group headquarters (Phone: 317-579-1111; e-mail: [cora@isgroup.org](mailto:cora@isgroup.org)) or visit the is.group web site at [www.isgroup.org](http://www.isgroup.org)).

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