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Independent Suppliers Group and the Education Market Association Form Innovative Purchasing Consortium and Platform Partnership

Pittsburgh, PA, November 3, 2021 –Two commerce-focused organizations have joined forces to create an education industry purchasing consortium, EDmarketplace powered by IS Contract. The Independent Suppliers Group (ISG), an industry-leading nationwide member-owned business products cooperative and the Education Market Association (EDmarket), a nonprofit trade organization, have leveraged their existing technologies and industry knowledge to produce a unique solution for furniture dealers and suppliers in the education market.

The project encompasses educational furniture and fixtures sales, marketing, and technology purchasing capabilities, providing a platform that facilitates product and inventory searches and cataloging on the front-end for dealers and manufacturers, while managing administration, billing, and receivables on the back end.

“Independent Suppliers Group has a long track record of creating opportunity for dealers and vendors in a broad category of products,” says Charles Forman, EVP Sales & Marketing, “and by partnering with EDmarket we continue down that path by offering solutions not currently available in the education furniture category. This synergistic relationship will bring creative marketing and sales solutions together with Independent Suppliers Group’s robust purchasing infrastructure. The combination will give dealers the flexibility they need to continue to compete more effectively in the education furniture category.”

Developed specifically for the education community, EDmarketplace, a wholly owned subsidiary of EDmarket, is the link between dealers and manufacturers to facilitate training, adopt business best practices and leverage purchasing capacity. The program will benefit both groups through increased operational efficiencies through IS Contract’s integration with ISG.

“We are excited to embark on this new venture with ISG. Purchasing agreements with leading manufacturers and suppliers, searchable participating supplier catalogs, and a comprehensive specification tool, are the future of FF&E (furniture, fixtures and equipment), and the education channel is leading the charge in innovating for our schools, community colleges, and universities,” said Jim McGarry, EDmarket President and CEO, as the announcement was made.

The project launch at EDspaces, November 3-5, 2021, in Pittsburgh, PA, includes a web portal facilitating communication between dealers and suppliers and networking via regular peer group meetings to help meet the challenges of distribution in a post-covid climate.

About the Education Market Association (EDmarket)

Since 1916, EDmarket, a nonprofit trade organization has promoted work within the education channel to accelerate solving tough challenges, inspire innovation and positively affect student outcomes. EDmarket represents, connects, and serves the education market by providing events, opportunities, resources, and leadership to those serving education.

About the Independent Suppliers Group (ISG)

Founded in 1977, Independent Suppliers Group is a leading global organization providing sales, marketing support and purchasing power for the community based independent office products dealer. The organization’s members are located throughout the U.S. and in 6 foreign countries. Collectively, Independent Suppliers Group members produce \$7 billion in end-user sales. For more information, please contact Independent Suppliers Group headquarters (Phone: 847-699-3330; or visit the Independent Suppliers Group website at www.isg.coop).

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