



# 2012 OSAE STRATEGIC PARTNERSHIPS

*Discover New Values for Your Membership Investment*



**OSAE Strategic Partners bring you more value for your membership investment. You can get exclusive member discounts or significant savings on essential business products and services as part of the program.**



The OSAE Strategic Partner program was developed to provide associations with critical products and services at a member discount. Since many associations are small businesses and do not have the budgets to employ staff in critical areas, including human resources, legal, financial planning, information technology, marketing, etc., OSAE Strategic Partners fill a void at tremendous savings to you.

More importantly, Strategic Partners will supply OSAE with ongoing educational support to benefit members. You'll see informational articles in *Executive News* and *Executive News Briefs* and appearances by Strategic Partners at OSAE events, including monthly luncheon meetings, workshops and roundtables.

**Watch for new Strategic Partners – and savings for you – to be added soon.**



Bricker & Eckler is one of Ohio's leading law firms. Located in Columbus, Cleveland and Cincinnati-Dayton, the attorneys of Bricker & Eckler have particular experience in providing services to and on behalf of trade and business associations representing manufacturers, hospitals, insurance companies and other important industries. Our attorneys offer extensive experience in a variety of unique practice areas that would be of particular interest to Ohio's associations, including lobbying, board governance, nonprofit tax planning, executive compensation, intellectual property and other issues relating to associations. By serving as counsel to a wide variety of trade and business groups which interact within the governmental sphere, Bricker & Eckler is naturally attuned to the issues of highest importance to OSAE members.

**For more information, contact Jerry Allen at 614-227-2300 or [jallen@bricker.com](mailto:jallen@bricker.com).**



Protect your association by working with a firm that has one of the strongest dedicated not-for-profit teams in the region with personnel and significant resources that focus on developments related to compliance, consulting, accounting, taxation and operational issues in associations.

Take comfort in knowing that you will be served by knowledgeable and friendly individuals who are there to support you.

**Contact Michael Borowitz at 614-885-2208 or [mborowitz@cshco.com](mailto:mborowitz@cshco.com) for more information.**

**As an OSAE Strategic Partner, we will offer 10 percent off our standard rates for assurance, tax and consulting services to OSAE members.**



Revolutionize your business — and maximize your profitability — with a full suite of integrated business solutions from Heartland Payment Systems. Heartland is the strategic partner of the Ohio Society of Association Executives

for card processing, payroll services and check management services. Explore the benefits of this offering below — including the first-ever unified payments processing platform for the hospitality industry — and be sure to contact us for more information.

**For more information, contact Chad Preuss at 402-502-1514 or Chad.Preuss@e-hps.com.**



NPG Solutions is a full-service provider of telecommunication and information technology solutions. NPG Solutions advocates on behalf of its clients in an ethical and unbiased way to assist them in saving both time and money. NPG's goal is to simplify what is a complicated process for most associations, and association members, by delivering intelligence and customized solutions in a consultative one-stop resource experience.

NPG has pre-negotiated special savings programs based on the buying power of many members. Discounts for associations and their members range from 15-50 percent for services such as: Wireless, Web and Audio



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Conferencing, Local, Long Distance and Internet Services.

**To set up an appointment or to obtain more information about your exclusive OSAE member discounts, please contact Bob Ray at 614-944-5793 or [info@npgsolutions.com](mailto:info@npgsolutions.com) or visit the NPG Solutions website at [www.npgsolutions.com](http://www.npgsolutions.com).**



Let's face it. OSAE members are always looking for ways to cut costs. But you still expect great service, right? With OfficeMax(R) Partner Advantage, you'll get incredible members-only savings, while enjoying award-winning, personalized customer service.

Working with us, you'll receive:

- Reduced pricing on more than 25,000 products and 4,000 environmentally preferable products and services
- Exclusive pricing on copies, posters, presentations and more at OfficeMax ImPress® digital print and document services
- Free, next-day delivery\* on orders of \$50 or more

To get started, go to [www.officemaxsolutions.com](http://www.officemaxsolutions.com) to register for the OfficeMax(R) Partner Advantage program.

Once you're registered, enjoy our flexible ordering options: online at [officemaxsolutions.com](http://officemaxsolutions.com), by phone at 800-248-6343 or in-store at any of our nearly 1,000 locations using your Retail ConnectSM card.



PartnerShip®, the endorsed shipping management provider of OSAE,

delivers customized shipping solutions to over 17,000 businesses nationwide and has been recognized as an industry leader in helping businesses reduce shipping costs since 1989. The OSAE Shipping Program, managed by PartnerShip, is offered exclusively to all members to save money on every shipment, every time.

Through your association membership, you will receive significant discounts with FedEx, which delivers expertise, great service and value for all your shipping needs—virtually anytime, anywhere.

- Save up to 27%\* on select FedEx Express® services
- Save up to 15% on select FedEx Ground® services
- Save up to 10% on select FedEx Home Delivery® services
- Go to [www.partnership.com/12OSAE](http://www.partnership.com/12OSAE) to enroll and start saving with this valuable member benefit!

Once you have enrolled, your discounts will automatically be applied to your existing FedEx account number. If you do not have an account with FedEx, one will be created for you. Best of all, there are no costs and no minimum shipping requirements to take advantage of this free member benefit.

Visit [www.partnership.com/12OSAE](http://www.partnership.com/12OSAE) for a full summary of your FedEx discounts, as well as information on other available shipping services, including discounts on LTL (less-than-truckload) pallet shipments over 250 lbs.

**If you have any questions, please call 800-599-2902 or email [sales@partnership.com](mailto:sales@partnership.com).**

## RECOVERY ONE

Recovery One is a national/worldwide full-service accounts receivable management firm located in Dublin, Ohio with over thirty-five years of professional collection agency experience. Recovery One delivers proven credit and collection solutions to clients involved in all business sectors. We have developed creative and innovative methods and techniques for the credit, Accounts Receivable and collections process and are experienced at identifying, locating, and recovering money/assets with impressive efficiency.

**Contact Pegi Gill at 614-336-4207 or [pegigill@recoveryonellc.com](mailto:pegigill@recoveryonellc.com).**



Sequent is a bundled HR outsourcing solution that helps associations manage the risks, responsibilities, and liabilities associated with being an employer. Sequent creates HR solutions to fit the specific needs of your association by combining the knowledge of your business and industry environment with their HR expertise and comprehensive package of services.

Sequent's offer to OSAE members is a free HR assessment with a 25 percent reduction in professional services fees.

**Contact Scott Boles at 614-410-2360 or [SBoles@sequent.biz](mailto:SBoles@sequent.biz) for more information or visit the Sequent website at [www.sequent.biz](http://www.sequent.biz).**