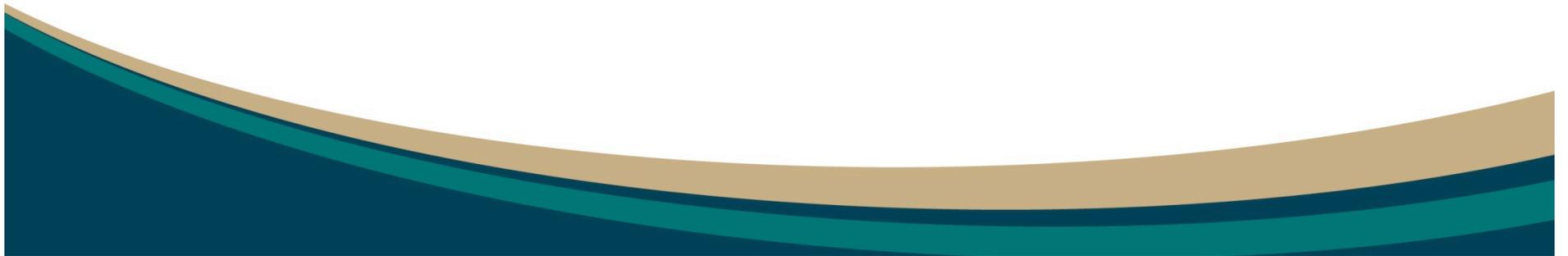


“Helping those who help others!”



Non-Profit Executive/Board Presentation





Mission

- The Non-Profit Purchasing Group of Canada (“NPPG Canada”) is committed to helping Canadian non-profit organizations achieve their corporate mission. We do this by providing our members with discounted rates on their most commonly purchased goods and services.
- Our website (www.nppg.ca) is the first one-stop shopping site for non-profits and charities throughout Canada for products, services and relevant information.
- NPPG Canada is committed to reinvesting back into the non-profit community by donating 10 percent of its net income back to charities.



The Need

- Donations and donors are declining at non-profit organizations at an alarming rate.
- Non-profits need to reduce either administrative costs or programs to offset declining revenue.
- Discounts from vendors of recurring goods and services are available if there is enough volume of purchases, but most non-profits cannot meet those levels on their own.
- There is no group purchasing organization dedicated exclusively to the non-profit industry like NPPG Canada is.



The Solution

- NPPG Canada has negotiated discounts with vendors in the major categories of recurring expenditures for non-profits and charities, based on the purchasing power of thousands of non-profits.
- NPPG Canada's password protected member purchasing portal provides easy access to vendor sites.
- NPPG Canada is planning to add 25+ new vendor partners every year for even greater options and savings on a wide array of products and services.



The Market

- Over 200,000 registered Canadian non-profits and charities in every category are eligible to take advantage of NPPG Canada's discounts.

Arts and Culture

Education and Research

Social Services

Development and Housing

Fundraising and Grant-Making

Business Associations and Unions

Sports and Recreation

Health Services

Environment / Animal Care

Law, Advocacy and Politics

Religious Organizations

International Organizations

If your organization or charity is registered with the Canada revenue Agency then you too are eligible to take advantage of NPPG Canada's discounts & savings.



The Market, cont.

- According to 2010 estimates, the Core Non-Profit Sector (excluding those in the Health sector), accounted for \$44 billion, or 5.0% of Canada's Gross Domestic Product (GDP)
- If the average non-profit could save 10% on their everyday recurring expenses (ie. Supplies, maintenance, equipment rental, communications, professional fees and consultants, technology and software, printing, travel, shipping, advertising, etc.), the non-profit sector would be able to have over \$4 billion in additional revenue.



Benefits to Members

- Best-in-Class suppliers who have the expertise and experience to help your organization succeed. Benefit from NPPG Canada's research of specialty products and services that are just what your organization needs.
- Buy as little as you want but save as if you were a major purchaser. Be able to finally afford the tools and technology necessary for your organization to be more effective.
- Create an optional private-branded purchasing portal for your members, powered by NPPG Canada.



Benefits to Members, cont.

- Use NPPG Canada's 25 years experience in buying, negotiating and supply chain management to set up your non-profit organization's own professional purchasing dept. (Then you simply run it with your own administration)
- Have NPPG Canada develop your own line of private-label branded promotional products that enhance and promote your organization's image – all at major discounts!
- Be able to use products or services that your organization has always wanted, but has never been able to afford.



Benefits to Members, cont.

- Average annual savings (using NPPG Canada's discounted vendor partners) of most non-profit organizations range from \$3,000 - \$10,000 (per location) over standard rates.
- Most non-profits get back their annual membership fee in savings within the first 45 days of membership.
- Cancel your membership at any time with no penalty.
- 100% money-back guarantee if you are not satisfied with the benefits you receive through NPPG Canada.



Vendor Category Analysis

- NPPG Canada has conducted a survey of non-profit organizations across Canada to determine products and service categories that are the most sought after.
- NPPG Canada will continue to negotiate with suppliers at both national and local levels.
- The more products that members of NPPG Canada purchase from our vendor partners, the more leverage we have to negotiate better deals and find more suppliers.
- Every NPPG Canada member has the ability to suggest new vendor partners and we will strive to sign them up.

Vendor Category Examples

Accounting/Bookkeeping	Advertising/PR/Grants	Auto/Truck Rentals
Banking/Savings/Insurance	Benefits Administration	Food/Catering
Coffee Services/Water Delivery Management	Copiers/Printers/Faxes/ Computers	Surveys/Background Screening
Financial & Payroll Mgmt	Hotels/Travel	Building/Landscape Design
Investment Services	IT Services/Data Back-up	Janitorial Supplies
Legal Services	Office Supplies/Furniture	Fund-Raising/Consultants
Printing/Stationery	Promotional Products	Search Engine Optimization
Shipping/Shipping Supplies	Software/Technology	Stamps/Postage
Telecommunications	Uniforms/Work Wear	Web Design/Web hosting



Member Projections

- NPPG already has over 10,000 members worldwide within the first year of operations.
- We expect to register 20,000 additional members in Canada over the next three to five years.
- Discounted annual memberships can be addressed if an organization wishes to provide savings for all their locations at the same time. (Please contact Alex Golin – President, for further discussion)



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