

# Meeting Strategic Sourcing Objectives for your Copy and Print Needs

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The GPOExpress program is ideally suited for achieving the objectives of strategic sourcing initiatives:

**Capturing economies of scale.** The competition for the GPOExpress program, which was most recently awarded in 2010, involved nationwide vendors who were pricing products and services predicated on a national community of over 4,000 users with an estimated \$8 million in annual sales volume. The solicitation also required that vendors offer their guaranteed lowest commercially available pricing. By leveraging the nationwide market potential of the program, GPOExpress is able to offer pricing at discounts up to 80% off FedEx Office retail pricing.

**Fostering sustainable technologies and products.** The services offered through the GPOExpress utilize technologies that support the sustainable and responsible use of natural resources. Digital printing/copying eliminates the waste associated with traditional offset print runs and allows users to only print what is needed “on-demand” – no potential for inventory to become obsolete. The program also offers Federally compliant recycled papers.

**Simplifying data collection to manage and measure cost savings.** The GPOExpress program provides on-line, real-time accounting for all expenditures in perpetuity. Data is exportable for use in agency internal accounting systems. Each GPOExpress invoice also lists the savings for each order placed using the program.

**Aligning purchasing with existing agency practices.** All Federal agencies utilize the services of GPO for print procurement as well as other services. The same practices that dictate the processing and payment of GPO invoices also apply to the invoice processing for GPOExpress program purchases using a government purchase card, IPAC, or GPO deposit account.

**Providing easy ordering.** Orders placed through the GPOExpress program can be submitted on-line for items using a custom-built agency document catalog or a simple “send and print” application for everyday orders. Orders can also be placed over the phone, via email, and in person at any FedEx Office location in the United States.

**Point of sale compliance to assure users receive government pricing.** Each GPOExpress user is issued a unique GPOExpress card and associated account number. The GPOExpress account number provides exclusive access to pre-negotiated, tax-free discount government pricing on every order placed.

## What is GPOExpress?

GPOExpress is a unique program that offers Federal agencies deep discounts on copying, binding, signs, and other products and services through 1,900 FedEx Office locations nationwide. First established in 2005, the program now has over 4,000 enrolled users in over 200 Federal organizations.



For a more complete overview of the features and benefits of the GPOExpress program visit the GPOExpress website ([Gpo.gov/gpoexpress](http://Gpo.gov/gpoexpress)) or contact a GPO National Account Manager at [nam@gpo.gov](mailto:nam@gpo.gov) or at (202) 512-1904.