

*The spending cap that Purchasing Power enforces promotes disciplined spending, and we like this protection for our members.*

*-Member Benefits Director, CSEA*

CLIENT SINCE NOV, 2007

STRONG PROGRAM PARTICIPATION



Which employer's benefits package will stand out from the competition?  
**The most competitive one.**

See how Purchasing Power helped California State Employee Association's benefits package become a deciding factor for employees looking for the right association to join.

73,600 <sup>1</sup> Eligible Employees

95% <sup>2</sup> Repeat Buyer Frequency

12% <sup>2</sup> Annual Utilization Rate

Average Program Utilization Rate is 10-20%



+



## Offering a benefits program that was top of the line didn't affect CSEA's bottom line.

In 2006, CSEA was in search of unique opportunities to make their benefits package more attractive to current and potential members. When a competitor's computer purchasing program was brought to the attention of its Member Benefit Committee, CSEA agreed that the concept was intriguing and began accepting competing bids from several companies. According to its Member Benefits Director, Purchasing Power stood out from all the other proposals submitted because its bid response was "open, honest, and had no blurred lines."

Since launching Purchasing Power in 2007, CSEA's program has flourished. Of particular importance to CSEA's Member Benefits Director is Purchasing Power's spending limit feature. CSEA receives a lot of positive feedback about the program, and many members are repeat buyers. The most popular products are electronics, household items, jewelry and the vacation packages. From an administrative standpoint, the Member Benefits Director says the set-up and implementation phase was easy and that on an ongoing basis, it only takes one hour of her time per month to administer.

Today CSEA continues to partner with Purchasing Power to make its benefits package more competitive and its employees more satisfied.

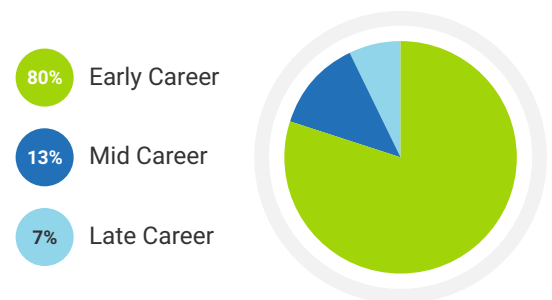
[LEARN MORE AT CORP.PURCHASINGPOWER.COM](http://corp.purchasingpower.com)

## WHO USES OUR PROGRAM

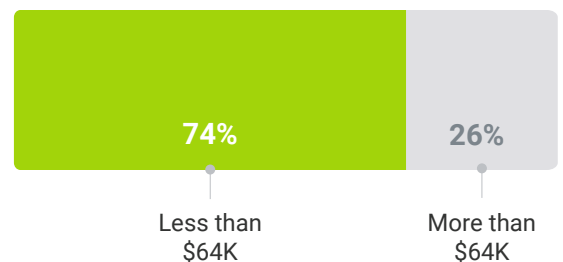
### GENDER <sup>3</sup>



### CAREER STAGES <sup>3</sup>



### SALARY <sup>4</sup>



## Here's what our customers have to say: <sup>5</sup>

85%

of our customers say it reduces their financial stress.

67%

of our customers are more likely to stay in their organization.

81%

of our customers are less likely to withdraw from a retirement savings plan.

10 YRS  
Average Client Tenure <sup>6</sup>



<sup>1</sup> Eligible Employees based on 12.31.20 Client Info Table data for Purchasing Power pulled on 8.3.21

<sup>2</sup> Based on 2020 client data for Purchasing Power customers pulled on 8.5.21

<sup>3</sup> Demographic data reflects 2020 Q2 Experian information pulled on 8.3.2021

<sup>4</sup> Salary data is based on 2020 client data for Purchasing Power customers pulled on 8.3.21

<sup>5</sup> Data reflects 2021 Q2 Value of a Benefit Customer Survey Results pulled in May 2021.

<sup>6</sup> Based on 2021 Client Info Table Data for Purchasing Power pulled on 2/18/2021 and data from the report: "Federal Workforce Statistics Sources: OPM and OMB Updated October 24, 2019" (page 9).

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