





Agenda

- Allied Company Overview
- Contract Highlights
- Flexible Discount Pricing Case Study
- Enhanced Transit Schedule
- On-Time Pledge
- My Home Benefits- Real Estate/Mortgage help
- No Fee HR Consulting Services
- Lab Relocation Project Management
- Why Purchasing Should Take An Active Role

The Allied Difference

**Unmatched
Resources**

**Single-
Source
Capabilities**

**Quality Assurance
Programs**

**Comprehensive
Training
Programs**

**Specialized Packing
& Crating**

**System-Wide
Performance
Standards**

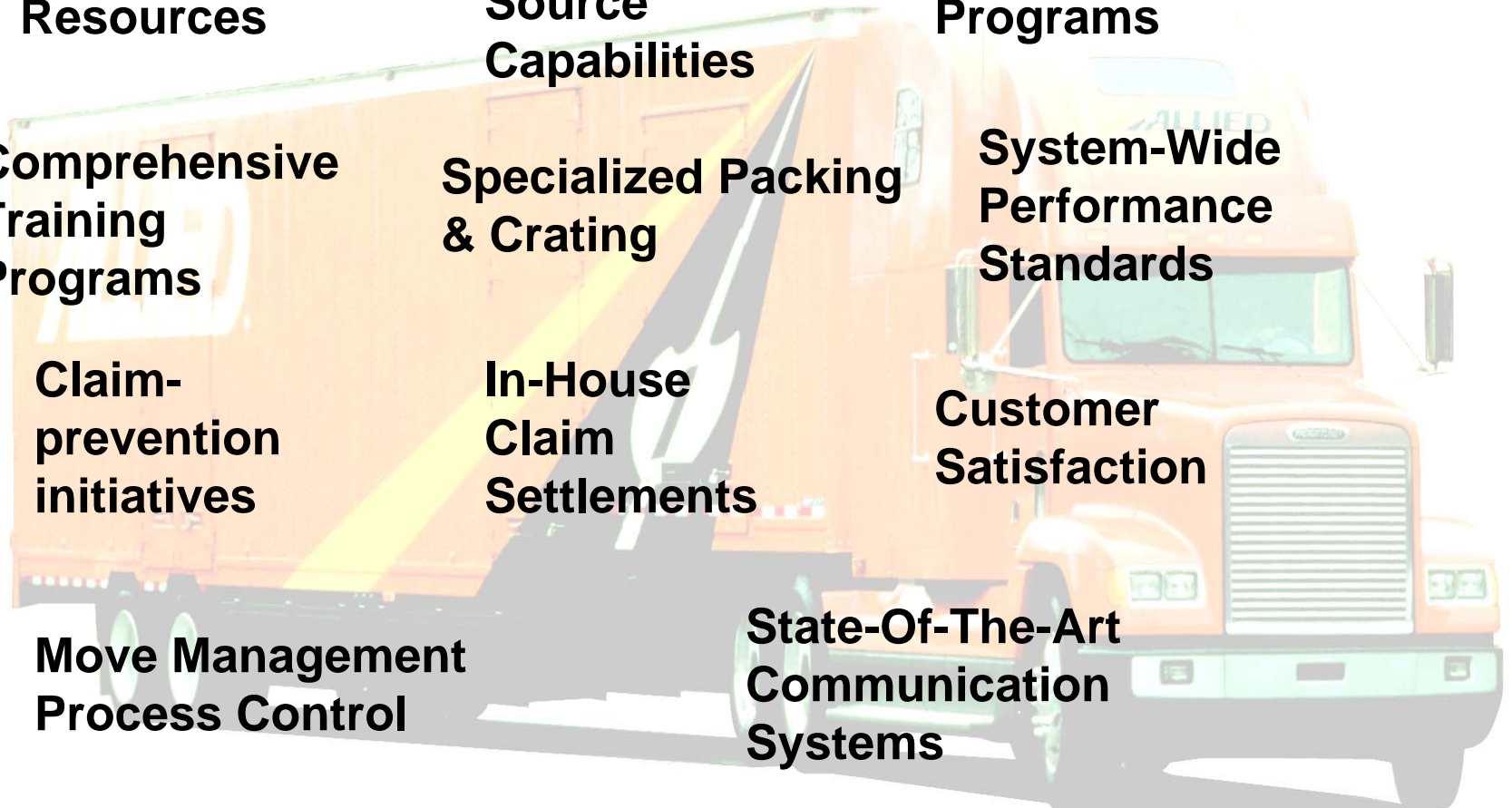
**Claim-
prevention
initiatives**

**In-House
Claim
Settlements**

**Customer
Satisfaction**

**Move Management
Process Control**

**State-Of-The-Art
Communication
Systems**

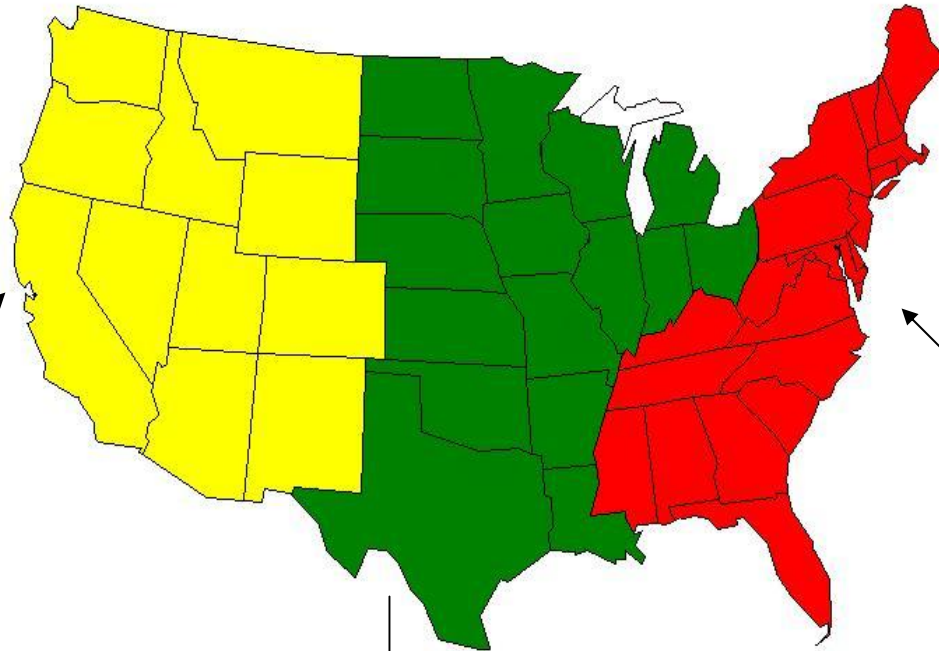




- Largest International Moving Company in North America:
Network Operations in 40+ Countries
- Ground, Air & Ocean Transport for Household Goods
Destined to and/or Originating From any Point on the
Globe
- As many as 40-50,000 international shipments serviced
annually
- Single Source of Communication & Liability



Agent Territory Map





Contract Highlights

- Flexible Interstate Discount Structure
- No-Charge Replacement Value Transit Coverage up to \$100,000
- Seasonal Rate Surcharges Waived
- Enhanced Pick-up and Delivery guarantees
- On-Time Pledge
- KEY ACCOUNT STATUS



Flexible Discount Sample

2,000 lbs MI to RI

Retail	\$1,901.42
Fixed Discount	\$1,404.34
Flex Discount	\$1,509.66

Difference
Plus \$105.32

22,000 lbs LA to RI

Retail	\$22,703.12
Fixed Discount	\$20,420.34
Flex Discount	\$17,364.79

Difference
Less \$3,055.55

Overall Member savings on the combined shipments=\$2950.23

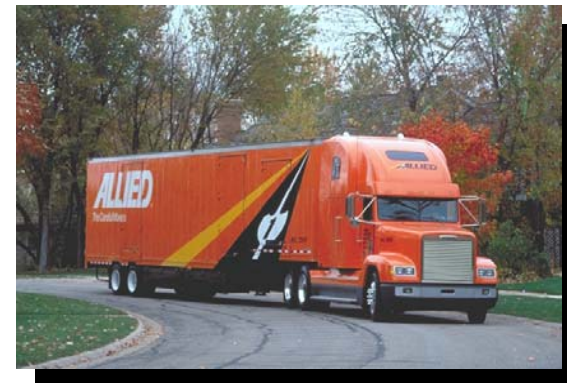


E&I Transit Guide Enhancements

1 DAY LOAD FOR ALL WEIGHTS

DELIVERY DATES

1-2,999 LBS.	4 DAY OPTION
3-4,999 LBS.	3 DAY OPTION
5-7,999 LBS.	2 DAY OPTION
8,000 LBS. +	1 DAY OPTION





On Time Pledge

In the unlikely event a shipment of 3,500 lbs.* or more does not load or deliver during the time-frame promised, you are entitled to the following benefits (up to a maximum of 100% of the discounted transportation charge/line one of your final invoice):

- 1. Reasonable Hotel expenses**
- 2. One-Half of your reasonable meal expenses**
- 3. Car rental – if a vehicle was in your shipment, Allied must arrange rental.**
- 4. Other reasonable delay related expenses as appropriate and pre-approved**

*** Shipments of 2,000 to 3,499 lbs. receive a flat \$100/day to a maximum of 50% of the discounted transportation charge/line one of your final invoice.**



Home Benefits

One-stop resource for everything you need to buy, sell, finance or move your home - faster, easier and more affordably than ever before.



- **Professional Moving** - work with the nation's leading professional moving brand, Allied Van Lines - for less than you imagined!
- **Expert Home Buying and Selling Support** work with the best agents AND get cash awards when you move with Home Benefits.
- **Hassle-Free Home Financing** - Buy or refinance with competitive rates, outstanding service, same-day approval and special - closing costs credit.

<http://eandi.myhomebenefits.com>



My Home Benefits-Home Buying & Selling



Expert home sale counseling-
helps you make the right real estate moves.

Corporate level service and quality-
reduces the anxiety of home buying/selling.

10,000+ hand-selected market-leading national realtors-means only the best agents work for you.

Real Estate Rewards - receive \$50 for every \$10,000 in home value in home value when you buy or sell your home*.



My Home Benefits-Home Financing



One-stop shopping to compare the best rates

E&I - dedicated counselors for personalized mortgage guidance and the right financial decisions.

Fast approvals and minimal paperwork to simplify the mortgage experience.

Buying or refinancing for new homes, vacation homes and investment properties.

Save money with special member offer - \$300 closing cost credit!



- Human Resources no cost consulting services

- institution policy
- best practices
- shared resources





Lab Relocation Project Management

- **Coordination with Facilities personnel at origin & destination**
- **Planning assistance including a “Lab Pre-Move Checklist.”**
- **Project specific “Lab Staff Moving Instructions”**
- **Color coded tagging system designed for quick accurate placement of goods, (minimizing lab “down time”)**
- **Coordination of related services (i.e. perishable goods shipping, hazmat relocation, pre/post-move services,etc)**

Additional details at:

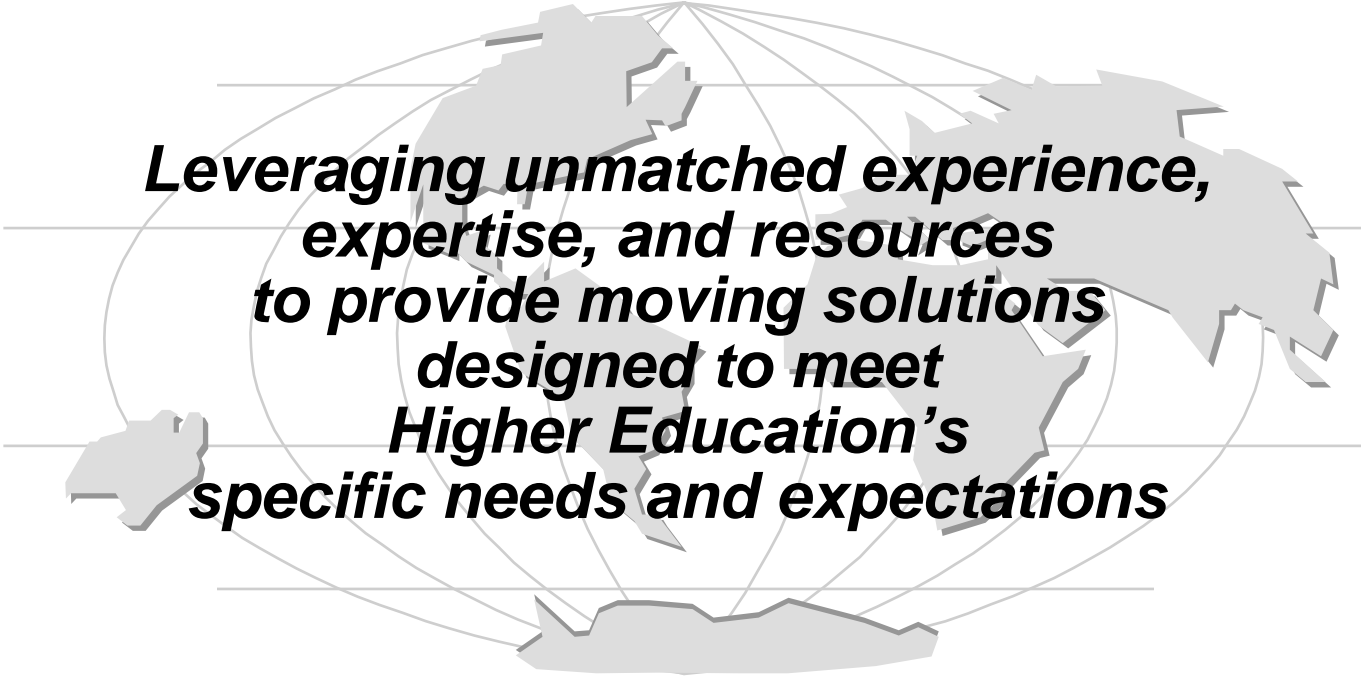
www.movewhalens.com/eandi.htm#lab





Why Should Purchasing Take an Active Role in Move/Relocation?

- Aid in meeting needs of the institution to attract and retain the best faculty and staff
- Raise Procurement's profile with high-level campus administrators
- Provides an overlooked service enhancement
- Foster career-long relationships between Procurement and incoming staff

A light gray globe graphic with a grid of latitude and longitude lines. The continents are outlined in a darker gray. The globe is centered behind the main text.

***Leveraging unmatched experience,
expertise, and resources
to provide moving solutions
designed to meet
Higher Education's
specific needs and expectations***

Questions? Ask Now or Contact Us!



www.movewhalens.com/eandi.htm



www.berger-transfer.com/eandi.htm



www.nor-calmoving.com/eandi.htm