

## Chapter 15: Purchasing Agreements

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## 15.100: Introduction

The LCMS and its related entities strive to negotiate discounts and preferred pricing agreements when possible to benefit all LCMS employers. The sections that follow are a glimpse of some of these goods and services that are part of this program.

## 15.200: Group Purchasing Agreement



### Group Purchasing Agreement

*A Synod-approved purchasing source*

Group Purchasing Agreement, or GPA, is a service offered to all LCMS churches, schools and affiliated organizations. For 20 years, the program has offered substantial discounts on equipment, supplies and services by combining the purchasing power of more than 8,000 LCMS organizations. GPA focuses on products and services most used — office supplies, moving companies, printers/copiers, interactive flat panel displays (whiteboards), and background checks, just to name a few. The churchwide organization develops partnership agreements with preferred providers of high quality products and services in order to save significant dollars. When a contract is negotiated, all LCMS affiliated entities are included. Although price is a priority, quality and customer service are important considerations prior to finalizing the agreement.

Using the program is easy. Visit [lcms.org/gpa](http://lcms.org/gpa) and select a product category. That links you to the direct contact on the national account—a real person who can assist you. In order to receive the LCMS pricing, you may have to mention your LCMS affiliation; some may ask you to complete a form.

Because the contracts depend upon the volume of business generated through GPA, participation is important. Everyone benefits from our strength in numbers.

## 15.210: Summary of Products and Services

Products and services currently being offered through GPA:

- Moving Companies: Bekins, Stevens and Wheaton
- Office Equipment: Office Depot; Ricoh
- Office Supplies: Office Depot
- Janitorial Supplies: Office Depot
- Background Checks: Protect My Ministry; AAIM
- Office, church, school, dorm furniture:  
Office Depot Commercial Furniture

For the most current and complete information regarding the LCMS Group Purchasing Agreement, visit [lcms.org/gpa](http://lcms.org/gpa). Consider sharing the Quick Reference guide with the church office staff.

*Prices, offerings, and vendors are subject to change. Neither The Lutheran Church—Missouri Synod nor the GPA is responsible for the problems that may result from the purchase, lease or use of any of the program vendors.*

## 15.300: Preferred Pricing Agreement

Concordia Plans has negotiated preferential pricing agreements with two nationwide payroll and human resource organizations to help ministries with their payroll and human resource system needs. Both Paycor and Paychex provide multiple solution options to assist with everything from basic payroll and tax services to a full and complete HRIS system and offer their services at a significantly reduced rate (generally 35-50% off). Additional information on the payroll providers can be found at [concordiaplans.org/our-solutions/payroll-services](http://concordiaplans.org/our-solutions/payroll-services) or by contacting your Account Manager or [ministrysolutions@concordiaplans.org](mailto:ministrysolutions@concordiaplans.org).

Concordia Plans has obtained access to a nationally recognized human resource consulting service that can provide ministries with information and resources they need to stay compliant and on top of human resource best practice and federal and state employment law changes. HR Services provides ministries with access to an extensive online platform, assistance with handbooks and custom documents, and access to a call center staffed by dedicated certified HR professionals. Additional information on HR Services can be found at [concordiaplans.org/our-solutions/humanresources-services](http://concordiaplans.org/our-solutions/humanresources-services) or by contacting your Account Manager or [ministrysolutions@concordiaplans.org](mailto:ministrysolutions@concordiaplans.org).



## Group Purchasing Agreement

## QUICK REFERENCE VENDOR LIST

### Stevens Van Lines — moving discounts



**Robin Gacek, Client Relations Manager**  
movecenter@stevensworldwide.com  
(800) 248-8313 phone  
(989) 755-0511 fax  
stevensworldwide.com/lcms

### Wheaton Van Lines



mpotter@olympiamoving.com  
(617) 231-1207 office  
(617) 924-5949 fax  
lcmsmove.com

### Protect My Ministry — background checks



**Ryan Carter, Director of Sales**  
information@protectmyministry.com  
(800) 319-5581 x228 office  
(800) 319-5582 fax  
protectmyministry.com/lcms

### 4imprint — promotional items



4care@4imprint.com  
(888) 969-5766 phone  
(800) 355-5043 fax  
USE CODE "TLC10" TO RECEIVE DISCOUNT  
4imprint.com/tlc

### Bekins Van Lines — moving discounts



shellie.law@crownbekins.com  
(317) 331-1014 direct  
(800) 248-7960 x338 office  
(866) 260-1174 fax  
lcmsmove.com

### Office Depot — commercial furniture



School, church, business, dorm furniture, design services  
**Gary Phillips, Major Accounts Manager**  
gary.phillips@workspaceinteriorsod.com  
(816) 506-1275 phone  
workspaceinteriorsod.com

### AAIM Employers' Association — human resources



Human resources - hire, develop and retain talent  
**Julie Kappen, Account Executive**  
Julie.Kappen@aaimea.org  
(314) 754-0201 phone  
(314) 775-000 fax  
aaimea.org

### Office Depot — business services



Office/janitorial supplies, a/v equip, copiers/printers  
**Rebecca Fluchel, Major Account Manager**  
rebecca.fluchel@officedepot.com  
Business Solution Division  
(636) 346-6820 phone

GPA is a stewardship program offered to all LCMS churches, schools and affiliated organizations. Prices and vendors subject to change.  
Neither LCMS nor GPA is responsible for problems that may result from purchase, lease or use of program vendors.

