

# SERVICES FOR SUCCESS

GRAPHIC MEDIA ALLIANCE

## INSURANCE OPTIONS

- Protecting Your Business
- Protecting Your Employees

## BUYING POWER

- Cost-saving programs exclusively for GMA members

## ADDITIONAL BENEFITS

- Benefits of Membership in Graphic Media Alliance



GRAPHIC  
MEDIA ALLIANCE

## INSURANCE OPTIONS

You need it to protect your business, your employees and yourself. Fortunately, Graphic Media Alliance (GMA) has partnered with several companies to bring you the insurance you need to protect it all.

### Protecting Your Business

**NAM CYBER COVER** – The National Association of Manufacturers (NAM) brings the power of a leading cyber insurance provider, Coalition, together with a nationally recognized broker, AHT Insurance, to identify, protect and manage the unique exposures facing manufacturers. NAM Cyber Cover offers a complimentary cyber risk assessment (CRA) based on publicly available data.

**FEDERATED INSURANCE** provides many coverage options for printers and graphic communications companies. They include: limited pollution coverage, equipment breakdown endorsement, publisher's liability insurance, graphic edge commercial output policy, graphic arts errors and omissions insurance, and a graphic arts umbrella liability program.

### Protecting & Serving Your Employees

The Graphic Media Alliance health care plans can help you provide a great benefit to your employees while not hitting you where it counts - your pocketbook.

**NAM HEALTH INSURANCE** – The National Association of Manufacturers is committed to the continued success of you, who make things in America, and your employees. Thanks to the collaboration between GMA, NAM, Mercer and UnitedHealthcare®, you now have an exclusive, member-only solution to meet the unique insurance needs of you and your employees: NAM Health Care.

**PRINTERS' DISABILITY TRUST** is a sponsored benefit of membership that enables you to provide short-term and long-term disability insurance to your employees at a minimal cost to you. Want to be a major player in the marketplace when trying to recruit employees? Then your benefits better be the cream of the crop. This benefit of membership enables you to provide the insurance at a reasonable cost. Your employees will be grateful.

**PRINTERS 401K** – In today's world of increasingly complex regulations and ever-expanding investment possibilities, it's more challenging than ever to fulfill your fiduciary obligation as a retirement plan sponsor. Now, more than ever, it is important to choose a partner you can trust to help you navigate the complexities and take advantage of the opportunities. We have good news...GMA has aligned itself with Diversified Financial Advisors, an investment advisory firm specializing in 401k Plans since 1982.

**TELADOC** – Teladoc is the first and largest provider of telehealth medical consults in the United States, offering 24/7/365 access to U.S. board-certified doctors through phone and video consults. Teladoc provides free unlimited consultations to keep your employees healthy and present at work. Your employees will save money for basic medical care - without having to worry about deductibles or co-pays. This no-brainer benefit covers the employee and their dependents, even those away at college. GMA now administers the program, allowing us to reduce the cost to only \$4.00 per employee per month.

**WORKERS' COMPENSATION** – In Ohio, we have partnered with **Sedgwick** for our Group Rating Program and endorsed Sedgwick MCO as our preferred Managed Care Organization. Through Sedgwick, GMA members may be eligible for up to a 53% discount on their workers' compensation premiums.

In Michigan, we partner with **Manufacturing Technology Mutual Insurance Company** (MTMIC) which employs a comprehensive strategy to control medical and pharmacy expenses. Their strategies to control costs have saved on average 55% from the original billed cost.

“We have never lost sight of the fact that Graphic Media Alliance exists because of our members. As GMA members rebound from the devastating effects of the pandemic, the Association provides the resources necessary to assist its members in dealing with the complexities these difficult times present.”

– **Roy Waterhouse**, President  
Hopkins Printing

## BUYING POWER

**APPLE** – Members qualify for preferred pricing on the latest Apple products and accessories, Program benefits include: exclusive promotions and complimentary shipping on all orders over \$50.00.

**AMERICAN SAFETY AND HEALTH MANAGEMENT CONSULTANTS, INC. (ASH)** – ASH provides free on-site safety program evaluation and plant safety inspections for GMA members. This invaluable resource can help ease the burden and keep your company up to date and in compliance with OSHA. ASH focuses on helping GMA members with management and employee safety training, safety program development, OSHA compliance assistance and ongoing program management.

**ADVERTISING SPECIALTIES INSTITUTE (ASI)** – GMA members have access to a full lineup of branded products- such as writing instruments, trophies and awards, and apparel through the Buying Power Program with Advertising Specialty Institute (ASI®). Members receive greater supplier discounts- and can even use branded products to generate awareness for their businesses!

**BASYS PROCESSING** – Stop paying too much for credit card processing! BASYS Processing makes accepting credit cards and debit cards convenient, safe and affordable. Experience the best customer service in the industry by switching to BASYS.

**BB DIRECT** – Offers data hygiene services at a discounted rate, including NCOA Link Process - 18 month, NCOA Link Process - 48 month, and Delivery Sequence File Processing. The program also offers savings on the Dun & Bradstreet database to acquire mailing lists both online and off.

**CALIPER** – Assess prospective employees and current employees on their suitability for a particular job with the Caliper Profile, an in-depth personality assessment.

**DIGITAL PRINT SOLUTIONS** – DPS offers GMA members discounts on their expanded equipment offerings and supplies, providing a product mix that can take you from start to finish for all your printing jobs. DPS will uncover how to most efficiently and cost effectively provide you with the solution you are looking for.

**EMPLOYERS CHOICE** – As the owner or manager of a busy print shop, you know that you should carefully screen prospective and current employees. Employers Choice provides employment background screening and drug testing services for employers. They help employers reduce legal expenses and increase productivity and it's done with no contracts, no set-up fees, minimums or monthly access charges.

**FEDEX** – Members save up to 15% on ground shipping, up to 26% on FedEx Express and international shipping and up to 64% on Less-Than-Truckload freight!

**KONICA MINOLTA** – GMA members receive considerable discounts on more than two dozen of Konica Minolta's bizhub and Accurio digital production printers featuring their new AccurioPress technology. Konica Minolta sales representatives will work with members to access the discounted pricing upon verification of membership status.

**IPA** – Available for GMA members with revenues under \$5 million a year, the program capitalizes on the combined purchasing power of printers all across North America to redeem discounts and rebates on LTL Freight and small packages. This type of supplier and product loyalty program offers a win-win solution with increased preferred supplier business and payback for printer's investment in GMA membership, without altering day-to-day operations.

**ITU ABSORBTECH** – Members earn a 3% rebate on rental services as a new customer and a 1.5% rebate on rental services ongoing as a current customer on printer towels and other rental service programs, including Sorblits® reusable absorbents, floor mats, garments, cotton roll towels and mops. Members also receive a 15% discount on First Aid and other direct-purchase services.

**PRINTING INDUSTRIES CREDIT BUREAU** – Whether you need training in credit granting procedures, assistance and tools for risk analysis, or professional debt collection of your delinquent accounts, our staff of dedicated managers pledge to provide you superior service at affordable rates.

- Licensed - Bonded - Effective
- Contingency Fees
- Global Debt Recovery

**STERLING DISTRIBUTION** – GMA's preferred office products supplier is a local supplier with an additional discount for our members ... because they are also members! Free next-day delivery. Easy ordering, your way.

**UPS** – Through a partnership with UPS, GMA members can save up to 16% on domestic ground and up to 30% UPS Express Air and international shipments. **UPS FREIGHT** now offers substantial savings on our dependable LTL services. Sign up now to begin taking advantage. Whether your LTL needs are coast-to-coast or close to home, you can trust that UPS Freight will pick up and deliver your shipments intact and on time.

## ADDITIONAL BENEFITS

### Benefits of Membership in Graphic Media Alliance

**DISASTER MUTUAL ASSISTANCE PLAN (DMAP)** – Do you have a plan in case of a work stoppage due to a strike or natural disaster? This alliance of members can help you get your product out and keep your customers. Numerous national print buyers are now requiring proof of a disaster plan as part of the RFQ process.

**FSC CERTIFICATION – RACG** – Participating member firms (with \$5 million or less in printing revenue) continue to save thousands of dollars with the Forest Stewardship Council® (FSC) certification through the group FSC program established by several Print Industries affiliates in late 2010. GMA has partnered with several of the industry's leading certification organizations for FSC certification for larger members at a discounted rate. Our partnership will make your FSC certification process as smooth and efficient as possible.

**GOVERNMENT AFFAIRS** – GMA works hard on behalf of member companies to make sure that the industry's voice is heard. We provide legislative updates on issues that affect your bottom line like healthcare mandates, tax proposals, and the many other issues that impact your business.

**KORENERGY DEMAND RESPONSE (DR) PROGRAM** – We have established a partnership with KOREnergy to provide energy-saving opportunities for our GMA members. Demand Response is defined by the Federal Energy Regulatory Commission (FERC) as "changes in electric usage by consumers in response to incentive payments." This DR program pays quarterly premiums to our members who agree to reduce their electric consumption during a peak period of time, if requested.

**PERK PLANS** – We are excited to share with you our member perks platform, also available for your employees and family. We are providing you with these perks to show our appreciation for your continued support. PerkPlans features products and services that can save and reward our members thousands of dollars. What better way to communicate with your employees than by offering them discounts on products and services they may already be buying? Visit our website for a full list of discounts.

**UPSHIFT** – Members struggle every day with the ultimate balancing act - matching highly variable work-flows with a constant supply of quality temporary workers. Upshift partners with GMA members to solve this problem by providing an on-demand digital marketplace which allows you to scale your workforce up and down as necessary. Members can request and manage workers from one integrated platform. Upshift's vetted and curated community of workers is just a click away.

**For more information on any of these services and benefits please contact GMA.**

“As a longtime member of the Association, we are also one of the most active. We have participated in 18 different GMA programs in the last couple of years and have been pleased with every single one, whether it was educational webinars, or buying electric through the KOREnergy program, the results have been outstanding!”

– **Butch Roberts**, Vice President of Operations  
Admiral Products



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