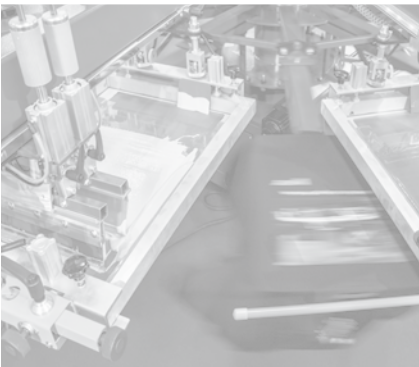


SERVICES FOR SUCCESS



 GRAPHIC  
MEDIA ALLIANCE

# INSURANCE & BENEFITS

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 specifically tailored 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.

## Healthcare & Benefit Plans

□ **CLARITY HR** exists to simplify your HR and remedy the problems that come up during your day. ClarityHR focuses on the HR problems so you can continue to focus on what matters to you and your business. ClarityHR is here to provide the tools, resources, and support you need to help your organization thrive. ClarityHR provides HR Coaching, Audits, and Outsourcing to provide the exact level of support you need at an attractive and reasonable price point.

□ **HUB** – An exceptional employee benefits broker should provide your business with a clear, concise path forward as your workforce's need for personalized employee benefits evolves. Today, employers are challenged to keep their organization running while managing new ways of engaging employees and providing personalized, cost-effective benefits. From managing remote workers to complying with regulatory changes, you need an employee benefits broker that can work with you to create a strategy that adapts to changing times.

HUB can help you develop a multi-year strategy that enables your organization to prepare for and get ahead of workforce challenges with the tools and resources you need to power forward with the right plan for your organization.

□ **PRINTERS 401K's** goal is to make it simple and easy for you to maintain a successful retirement plan by providing true fiduciary protection, reduced administration time, outstanding investment options, and cost savings. Your employees will benefit as well through one-on-one enrollment meetings and education.

□ **PRINTERS' DISABILITY TRUST** is a sponsored benefit of membership that enables you to provide Short and Long-Term Disability, Life and Accidental Death, and Dismemberment coverage. PDT offers flexible plans that help employers balance features and costs. Each plan has several designs, giving you flexibility in finding what is best for the needs of your workforce. Printer's Disability Trust also comes wrapped with highly competitive programs for:

- Vision Insurance
- Dental Insurance

□ **TELADOC** – In partnership with DaisyHealth, GMA is proud to offer Teladoc, the first and largest provider of telehealth medical consults in the United States. Teladoc provides 24/7/365 access to U.S. board-certified doctors through phone and video consults. Free and unlimited consultations keep employees happy and healthy at work without worrying about deductibles or copays. Through GMA, the monthly participation cost is **\$5.00 per employee** (and includes family members), well below the national average. In addition, GMA members now have access to these providers:

### Prescription Plan | DaisyRX

- **64K** | pharmacies nationwide
- **605+** | prescribed medications
- **\$0** | copay for subscribers

### Mental Health Program | b•cares

- Instant messaging & calls available 24/7
- In-person Capabilities
- iConnectYou app and support portal

## Workers' Compensation

□ **OHIO** | GMA has 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.

□ **MICHIGAN** | For over forty-five years, **Manufacturing Technology Mutual Insurance Company (MTMIC)** has been an industry leader at reducing Workers' Compensation claims. As a result, Graphic Media Alliance has selected MTMIC in the Michigan region as our strategic partner for Workers' Compensation insurance. In doing so, MTMIC routinely saves our members an average of 55% from the original billing, in addition to:

- 3% Discount to Graphic Media Alliance Members
- Proactive Loss Control Services
- Personalized Claims Handling
- Flexible Payment Options

# BUYING POWER

Offering programs and services to enhance efficiency and profitability in the printing & graphics industry.

□ **BASYS PROCESSING** – BASYS Processing makes accepting credit cards convenient, safe, and most of all, affordable. Integration is seamless for most POS systems. You save time and money through a secure customer vault, recurring billing, and eBilling. Their in-house PCI compliance team will proactively reach out and ensure you stay PCI compliant.

■ *Association members receive an average savings of 10-20%. Interested parties can get a free comparison quote by talking with Graphic Media Alliance staff.*

□ **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. This program, exclusive to GMA members, provides DPS' guaranteed lowest rates on their products and services. DPS will uncover how to most efficiently and cost-effectively provide you with the solution you are hoping for.

□ **EMPLOYERS CHOICE** – Employers Choice provides employment background screening and drug testing services for employers. They help employers reduce legal expenses and increase productivity, all done with no contracts, no set-up fees, minimums, or monthly access charges. Employer's choice helps employers reduce workplace violence, theft, fraud, substance abuse, and negligent hiring liabilities. GMA members can receive 20% off both their standard and managerial option packages.

□ **ENERGY PROGRAMS** – We can save you 20% to 40% on your current electricity costs. You've got enough to worry about without having to haggle with energy companies over rate hikes. Let us simplify your life by leveraging utility suppliers against each other to obtain the best possible prices for your energy rates.

Decisions about procurement method, when to buy and contract length are based on data, analytics, and market expertise. Our energy partners tailor solutions that fit each member's needs.

□ **ITU ABSORBTECH** – ITU AbsorbTech is the preferred provider for printer towels and other rental service programs, including printer towels, floor mats, mops, cotton roll towels, and many more. GMA members can save through a complimentary week of service of all rental services, including the Ultra Printer Towel program, a 3% annual rebate for your first year of service and current customers continue to earn a 1.5% rebate of total rental program spend. GMA members also save 15% on their first aid restocking program and other direct-purchase services.

“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 energy program, the results have been outstanding!”

Butch Roberts, Vice President of Operations | Admiral Products

□ **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, PICB's 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 company with an additional discount for our members...because they are also members! On average, GMA members save 10-15% compared to big box stores or your previous supplier. Free next-day delivery on over 100,000 products. Easy ordering, your way. Talk to a GMA staff member for a free quote!

□ **PERK PLANS** – Your employees aren't just producers, they are consumers as well! Graphic Media Alliance has created our member perks platform, available to your employees and family, to save money where it counts. PerkPlans features products and services that can save and reward our members, and their employees, thousands of dollars. Save on products and services from name brands like Home Depot, Amazon, Verizon, Dell Technology, LifeLock, and Chewy among many others.

□ **UPS** – The world moves fast – and your GMA UPS® Savings Program has the tools you need to help your small business move even faster. We're here to help you push envelopes and ride the edge of what's possible. Members enjoy the following savings every time you ship:

- 50% off Domestic Next Day / Deferred
- 30% off Ground Commercial / Residential
- 50% off International Exports & 40% off Imports
- Up to 50% off on additional services.
- Plus, UPS Smart Pickup® service is free.

## ADDITIONAL BENEFITS

### Benefits of Membership in Graphic Media Alliance

■ **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.

■ **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.

■ **DEMAND RESPONSE (DR) PROGRAM**

We have established a partnership 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.

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

**GRAPHICMEDIA.ORG**



## WAGE + BENEFITS REPORT SALES COMPENSATION REPORT PRINTING INDUSTRY PERFORMANCE INSIGHTS

The Print Industries Wage + Benefits Survey is the most comprehensive annual report on labor costs and human resource policies of print-related companies.

- Data from 500+ firms and 15,000 employees
- Wages for industry positions in sixteen categories
- Job descriptions for 130 positions
- Reports segmented by region and company size



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ADVOCACY



- LEGISLATIVE ISSUES
- LOCAL, STATE, AND NATIONAL
- OCCUPATIONAL SAFETY AND HEALTH ADMINISTRATION
- ENVIRONMENTAL PROTECTION AGENCY
- HUMAN RESOURCES
- WORKFORCE DEVELOPMENT
- TRAINING & EDUCATION

NETWORKING



- MONTHLY REGIONAL GATHERINGS
- ADVISORY COUNCIL MEETINGS
- PRINT WEEK EVENTS
- PRINT EXCELLENCE AWARDS GRAND CEREMONY
- LEADERSHIP CONFERENCE
- GOLF TOURNAMENTS
- WORKFORCE DEVELOPMENT EVENTS

SERVICES



WITH **OVER 30+ SERVICES/PROGRAMS** AVAILABLE TO GMA MEMBERS, MOST COMPANIES GENERATE A POSITIVE ROI ON MEMBERSHIP BY UTILIZING 3-5 PROGRAMS.

INTRODUCING

# GMAUNIVERSITY



**CERTIFICATE OF COMPLETION**  
(OPTIONAL)

**Graphic Media Alliance** is proud to introduce our newest member benefit, **GMAUniversity**. This new online training focuses on the fundamentals of print and graphic communications as a **no-cost benefit** to GMA member companies and educational institutions.

Through a new partnership, GMA has licensed more than **60 on-demand courses** and educational tracks developed by print industry veterans and business consultants at **The Print University**.

**There are currently eight sections/modules available:**

- Intro to Production Printing
- Inside the Print Shop
- Operations of a PSP
- Selling Strategies
- Vertical Markets for Print
- Print Workflow & Processes
- Introduction to Finishing
- Market Updates



## INTERESTED IN LEARNING MORE?

Scan the QR code and select the services or programs of interest.

Once your request has been submitted, a member of the Graphic Media Alliance team will contact you with additional details.