



Supplier Business Qualifications

As of June 1, 2019



**Grange
Enterprise**



Business Qualifications

Prospective suppliers must meet certain qualifications to do business with Grange

- **Financial Stability** – must have a good credit rating and provide a stable financial report
- **Insurance Requirements** – (see next slide)
- **US Federal Taxpayer ID** – must provide this number to Grange
- **Quality Standards** – must provide high quality products and professional services competitive within the industry
- **Competitive Pricing** – must offer prices that are competitive within the industry
- **Background checks on employees** – must perform background check and drug screens on employees before doing business with Grange
- **Compliance with Grange’s Travel Policy** – must comply with Grange’s travel policy for reimbursement
- **Legal Counsel** – must provide Grange with quick access to legal counsel
- **Legal Title** – must have legal, marketable title to all products and services offered

Insurance Requirements

- Supplier, its employees, agents, third-parties or other affiliated individuals shall at their expense maintain in full force and effect throughout the term of the Agreement insurance coverage with a carrier
 - Workers' Compensation: Statutory Compliance
 - Employer's Liability: \$500,000.00 per occurrence, or the minimum required by law
 - Comprehensive General Liability (Bodily Injury and Property Damage): \$1,000,000.00
 - Comprehensive Auto Liability (Bodily Injury and Property Damage)(Owned and Non-Owned): \$1,000,000.00
 - Professional Errors & Omissions: \$1,000,000.00
- Rated at least A by A.M. Best
- Authorized to do business in the states where services are performed
- *If your business is in need of insurance, please visit the [Grange Commercial Insurance website](#). For the avoidance of doubt, obtaining a quote and/or policy through Grange will not influence Grange's supplier or sourcing decisions or guarantee a business relationship with Grange in any way.*

Frequently Asked Questions

- What do I do after I register?
 - *There is no further action required. Your information will remain in our system and you will be contacted by a member of the Enterprise Strategic Sourcing team if an opportunity arises.*
- Does registration guarantee a supplier's ability to conduct business with Grange?
 - *No, registration only guarantees that a company will be considered.*
- Is registration required to do business with Grange?
 - *Yes, only companies that are registered will be qualified to do business with Grange.*
- Who may I contact for registration assistance or additional questions?
 - *supplierregistration@grangeinsurance.com*

DISCLAIMER

- Grange's support of a registered supplier is intended only as a basic guideline and does not constitute a request for proposal, a request for qualifications, or other form of solicitation or offer.
- A registered supplier is not guaranteed Grange's business.
- Grange reserves the right to update or modify its Enterprise Strategic Sourcing policy without notice or liability.