



# Supplier Business Qualifications

As of November  
20, 2024



**Grange  
Enterprise**



# Business Qualifications

## Prospective suppliers must meet certain qualifications to do business with the Grange Enterprise

- **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** – Should 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** – Should provide Grange with quick access to legal counsel as requested by Grange
- **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 insurance coverage in full force and effect throughout the term of the Agreement. The following is a *sample* of the following coverage types required, and may not be an exhaustive list:
  - Workers' Compensation: Statutory Compliance
  - Employer's Liability
  - Comprehensive General Liability, including Products Completed Operations, Premises Operations liability, Personal and advertising Injury, Bodily Injury, Contractual and Broad Form Property Damage liability coverage
  - Comprehensive Auto Liability (Bodily Injury and Property Damage)(Owned and Non-Owned
  - Professional Errors & Omissions
  - Cyberliability, including Privacy Liability, Privacy Regulations Claims, Security Breach Response, Security Liability, Ransomware, Cyber Extortion, Digital Asset Restoration, and Payment Card Industry Data Security Standards Assessment
- Supplier's insurer in each category must be rated at least A by A.M. Best
- Supplier's insurer is 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 that a supplier will be chosen to conduct business with the Grange Enterprise?
  - *No, registration only guarantees that a company will be considered if and when a need arises.*
- Is registration required to do business with the Grange Enterprise?
  - *Yes, only companies that are registered will be considered to do business.*
- Who may I contact for registration assistance or additional questions?
  - [supplierregistration@grangeinsurance.com](mailto:supplierregistration@grangeinsurance.com)

# DISCLAIMER

- The Grange Enterprise 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 business.
- We reserve the right to update or modify our Enterprise Strategic Sourcing policy without notice or liability.