



The Smart Choice for Streamlined Procurement.

Summus Industries, Inc. and Staples, Inc.

The Staples Diversity Supplier Program connects customers directly with qualified small and diverse office supply providers. Customers gain a trusted partner for all of their product and service needs. They benefit from the same competitive pricing, customer support and cost management that has defined Staples from day one. The end result is a team committed to delivering the best service and savings possible, day in and day out.

The Company

Based in Sugar Land, TX, Summus Industries is a full-service provider of office supplies, medical supplies, technology/IT solutions and logistics services. Founded in 1997, Summus forms strategic alliances with customers in order to reduce the total cost of ownership of goods and services and minimize organizations' time and effort spent on procurement.

The Opportunity

Summus has earned a reputation for being a trusted provider in the Texas market and has long-standing relationships with many large, local organizations including the Texas Tech University System and Texas State University. Customers who partner with Summus for office supplies benefit from easy ordering, timely delivery and low costs.

Summus has made significant investments in its technology infrastructure in order to provide customers with secure transactions, streamlined billing and quick turnaround on product requests. Summus also easily integrates with customers' third-party procurement solutions, such as SciQuest, which is used at major U.S. academic institutions to help them buy more for less.

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Rodney Craig
CEO
Summus Industries



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In an effort to broaden its customer base through exposure to new business opportunities, Summus decided to align itself with a leader in the office supply arena and in 2001 joined the Staples Diversity Supplier Program.

The Alliance – Diversity One

Once Summus joined forces with Staples, the organization’s business quickly expanded locally; particularly in the higher education market. Summus capitalized on Staples’ marketing, sales and account management expertise to expand its business base and establish itself as a reputable office supply vendor with an unwavering commitment to meeting the needs of customers both large and small.

“After joining the Staples Diversity Supplier Program, everything just started to snowball,” said Rodney Craig, CEO of Summus Industries. “We were receiving glowing feedback from several of our university customers and were then contacted by a local Fortune 500 organization saying they had heard great things and wanted to work with us. There’s no better compliment than a word-of-mouth referral.”

An organization devoted to actively contributing to the community, Summus created a formal mentoring program in conjunction with Staples, providing internships to local business school students. Program participants gain hands-on account management experience, working directly with Summus and Staples to service a range of accounts. The program has been a huge success – one former Summus intern is currently a Staples account manager.

Recognition & Affiliations

- Fort Bend County Chamber of Commerce
- Houston Minority Supplier Development Council
- City of Austin, certification
- State of Texas HUB-certified
- 2010 Supplier of the Year nomination, Houston Minority Supplier Development Council
- Minority Supplier/Distributor of the Year, Houston Minority Business
- Development CenterNMSDC Advanced Management Education Program, Northwestern University Kellogg School of Management

The Results

As a result of joining the Staples Diversity Supplier Program, Summus has significantly expanded its business in Texas, solidifying its niche in the higher education market and broadening its footprint in large enterprise accounts.

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Summus also credits Staples with driving the company’s ecommerce operations – providing an effective model for how customers can streamline ordering, control costs and gain instant access to products through a single online purchasing solution. 70 percent of Summus’ customer orders are now placed through its website and the organization continues to enhance its infrastructure to support customers’ online requirements.

“Staples has been an excellent mentor from day one,” said Craig. “They have provided the support we’ve needed to help us enter new markets and grow our business – what a successful partnership is all about.”

For more information, please visit www.summusindustries.com.