

Organizational Profile

The GAIN Advantage Program



The Group Acquisitions Initiatives Network, or GAIN, was launched by ASSOCIUM in 1996 in response to a change in both the financial and political climate in Canada. With an emphasis on facilitating opportunities to reduce overhead costs, maximize resources and increasing the organizational capacity of not-for-profit organizations, GAIN was able to help offset some of the new found pressures facing the sector.

Since its inception GAIN has nurtured a large and loyal membership through its high touch member relations, and collective purchasing strategy. GAIN members are always guaranteed automatic increases to savings levels whenever they can be achieved.

GAIN manages the vendor relationships, and responds to increased purchasing power by renegotiating on our member's behalf for higher discounts. GAIN saves their members time and money by sourcing new vendors, negotiating contracts, resolving issues, and presenting a broad range of products and services designed to address the operational needs of not-for-profit organizations.

GAIN currently offers over 20 products and services, and is continually going to market in search of appropriate vendors to satisfy member needs that have as yet to be addressed.

Members of the program include agencies ranging in size from those with an annual budget below \$100,000.00 to those with budgets over \$60,000,000.00.

The total purchasing power of the program, represented by the combined operating budgets of members, stood at over \$800,000,000.00 as of June 30, 2006. This, combined with the sustained growth of the GAIN Program ensures that members will always be on the forefront of the best offerings in the marketplace.

GAIN performs confidential "Cost Audit" investigations, without cost or obligation, to identify potential savings. GAIN backs-up those findings with a savings guarantee for those that decide to join the program.

ASSOCIUM, established in 1984, is a management consulting firm specializing in providing a full range of human resources management and organizational development services. In addition to serving a broad range of clients from all sectors, ASSOCIUM has been dedicated to helping not-for-profit organizations thrive.

ASSOCIUM services include HR "products" such as: Strategic Planning, Policy Development, Pay Equity, Performance Management, Board Development, Outsourcing, Executive Recruiting, HR Bureau and HR-on-Demand. ASSOCIUM also manages a large and effective employee benefits plan for the not-for-profit sector.