



MANAGED AR

IPW *Optimizes Value* for the Member-Supplier Relationship



The Challenge

Founded in 1998, Independent Printers Worldwide (IPW) was created to give independent printers the purchasing power needed to compete with industry consolidators without sacrificing independence. By aggregating spend and negotiating best-in-class vendor programs, IPW enabled its members to achieve the same 10–15 percent savings typically reserved for large national players.

For over 20 years, that model proved highly successful. IPW grew to more than 300 members, representing \$3.8 billion in annual print and communications sales, supported by a robust portfolio of supplier programs built on long-standing relationships. When COVID disrupted the global

supply chain, container costs soared. Raw material prices climbed as much as 200 percent. Under that pressure, many mills and merchants were forced to reassess their channel strategies, and long-standing programs with IPW were among the casualties.

For IPW, the goal was clear: re-establish lost programs and increase value for both suppliers and members.

The Solution

To reinstate and improve its supplier programs, IPW sought a partner with both global scale and an entrepreneurial mindset—one that could create shared opportunity within the supplier/member relationship—that partner was Corcentric.

“We were always focused on GPO best practices and programs that delivered real value for our members. But when COVID hit, suppliers eliminated programs we had built over 15 years”

DAN BENDELE, FOUNDER
AND CEO OF IPW

Corcentric's Managed AR solution provided a proven blueprint for IPW's next phase of growth. By embedding transaction management directly into the buying process, Corcentric sits



IPW CASE STUDY

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"in transaction"—managing credit, invoicing, dispute resolution, and collections through a centralized portal.

This structure fundamentally changes the economics for both sides of the marketplace. Members gain the ability to purchase from all participating suppliers under a single line of credit, simplifying procurement and improving cash flow. Suppliers, in turn, benefit from guaranteed on-time payment for every invoice, elimination of bad debt exposure, and the confidence to grow spend without added risk.

"Corcentric's world-class national account program management allows us to eliminate every barrier which makes it easier and easier for suppliers and members to see double-digit growth in everything we do," says Dan Bendele, Founder and CEO of IPW.

The Results

Since April 2025, Corcentric has successfully re-onboarded multiple suppliers that had previously eliminated programs with IPW, with additional suppliers in progress. At the same time, IPW Members are being onboarded onto Corcentric's platform, allowing Corcentric to assume credit responsibility for purchases made through participating suppliers.

Corcentric has also introduced 23 shared programs, opening access to negotiated pricing across entirely new spend categories. IPW members can now capture savings on essential purchases such as MRO supplies, environmental services, and forklift parts and tires, areas previously outside the organization's scope.

Together, these results signal greater profitability for members and allow suppliers and customers to thrive in a more connected, efficient, and value-driven environment.

Get peace of mind.

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ABOUT CORCENTRIC

Corcentric is a leading global provider of best-in-class procurement and finance solutions. We offer a unique combination of technology and payment solutions complemented by robust advisory and managed services. Corcentric reduces stress and increases savings for procurement and finance business leaders by forming a strategic partnership to diagnose pain points and deliver tailor-made solutions for their unique challenges. For more than two decades, we've been a trusted partner who delivers proven results. To learn more, please visit www.corcentric.com.