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Staples Evolves Business Through Covid and Beyond



When the business world came face-to-face with the pandemic two years ago, it was Staples that helped shepherd in the new world of work. The company feverishly sourced and delivered supplies and equipment to the newly remote workforce, while also supplying first responders like hospitals and clinics with essential personal protection equipment. And it's still working today to meet the evolving needs of a largely hybrid work environment and support the widespread return-to-office.

"Now that companies and their employees realize that working remotely is feasible, most are continuing with at least some at-home work options, which means two different office spaces need to be established and maintained," says Matt Kremer, Staples Field Marketing Manager. "Many businesses are turning to a 'hotel' approach at the office with few permanent spaces assigned to individual employees, which requires a different setup in terms of phones and supplies."

More and more companies are providing individual stipends to cover home office equipment like desk chairs and printers that employees can select from a curated list, and then have delivered and installed by Staples. For companies that have returned to in-person operations, the focus has overwhelmingly been on safety: Staples has provided companies with air purification systems including HVAC filters as well as portable units, welcome-back kits for employees that include hand sanitizer and other supplies, and signage to help control social contact.

"Companies are valuing their employees more and responding to their priorities more now than ever, recognizing that engagement drives profitability, and having the right tools and equipment to do your job helps drive engagement," says John Tracey, Key Account Manager for Staples. "The greatest asset of every company is its people, so listening to them and letting them know where and how to supply themselves can go far to keeping them engaged."

The Staples Passkey discount is available to both companies and individuals. To learn more, visit www.fccsconsulting.com/passkey. To discuss your safe return-to-office, managing employee stipends, or any other questions about Staples services and products, contact [Matt Kremer](#) at 720.308.2848.

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— **JOHN TRACEY**
KEY ACCOUNT
MANAGER, STAPLES

About Passkey

Powered by FCCS and backed by a 20-year track record, Passkey leverages the collective purchasing power of cooperatives, associations, public entities and industry groups to negotiate significant discounts with national partners.

Discounts include business service solutions as well as many personal discounts available to the employees and boards of participating organizations, from car rentals and vacations to telecom services and office supplies. With no cost to participate, we invite you to join the program.

For more information about Passkey, [visit our website](#) or contact [Heather Tseng](#), Passkey Sales and Marketing Director at 303.903.8544.