

collaborative agreements



Compelling pricing, supply chain improvement, lower total cost

Pantellos Collaborative Agreements (PCAs) are key offerings to create value, reduce total supply chain costs and improve supply chain performance for both buyers and suppliers.

What is a PCA? Quite simply, it's an agreement between a buyer and supplier, facilitated and structured by Pantellos, to improve sourcing and supply chain processes. PCAs feature pricing discounts and other value-added services that can lower supply chain costs. More than 60 PCAs are currently available, offering value and savings on a variety of goods and services, from chemicals and gases to office supplies.

PCAs have several key objectives:

- Produce current and long-term supply chain efficiency
- Deliver win/win outcomes—all parties benefit and receive value from the agreement
- Translate ideas and best practices into improved results
- Create scalable solutions that start small but grow quickly to deliver significant results
- Demonstrate continuous performance improvement
- Focus on building productive relationships

How are PCAs developed?

PCAs are generated in several different ways depending on your goals toward achieving supply chain improvement. Some are created through **private sourcing** practices, when a Pantellos portfolio manager with deep industry knowledge assists a single utility company with the development of a streamlined RFP that is distributed to various suppliers. Other PCAs stem from **collaborative sourcing** activities, when a Pantellos portfolio manager works with a group of buyers to aggregate their requirements into one RFP that is submitted to suppliers. PCAs can also emerge from Pantellos-led **supply chain optimization** projects that involve “affinity groups” of buyers and suppliers working together to tackle a specific supply chain challenge. Finally, **supplier led** PCAs can be formed when a Pantellos portfolio manager works jointly with a supplier to introduce a unique product or service to the Pantellos Marketplace.

Regardless of how PCAs are developed, they are a result of collaborative initiatives that benefit all parties. Ultimately, they improve initial costs, total cost of ownership (TCO) and procurement processes for buying organizations. PCAs enable suppliers to solidify existing relationships, win new business and access potentially higher volumes of customer spend.

fast facts

- Pantellos-facilitated agreements with select suppliers that feature pricing discounts and other value-added services
- More than 60 PCAs available in the categories of power generation, T&D, MRO, fiberoptic networks and corporate/indirect goods and services
- New PCAs continuously in development
- Adoption of PCAs open to all trading parties in the Pantellos Marketplace
- Value creation for both buyers and suppliers through improvements in sourcing and supply chain processes
- Leadership and agreement structuring by a Pantellos Portfolio Manager with industry expertise in a specific supply chain
- Best practices and efficiency improvements incorporated into PCAs
- Focus on improving supply chain efficiency today and over the long term

available PCAs

Pantellos recognizes that an array of products are needed to address the complexities of supply chain management. Therefore, Pantellos creates PCAs that are both vertical and horizontal in nature. **Vertical PCAs** include products and services that are specifically relevant to the utilities industries, such as wood poles and electric meters. **Horizontal PCAs**, on the other hand, are applicable across all types of industries and incorporate a broader spectrum of goods and services—office supplies, IT hardware and software, telecommunications services and E-enablement services, to name just a few.

About a dozen new PCAs are also in development. When a PCA is complete, it is posted in the Pantellos Marketplace for trading parties to review and evaluate. Marketplace participants can choose to adopt any PCAs that meet their business needs and supply chain goals. Pantellos currently offers more than 60 PCAs in the following categories:

Generation (Nuclear & Fossil)

- Engineering & Technical Services
- Radiation Protection & Control
- Packing, Gaskets & Seals
- Mechanical Systems & Components
- Boiler Parts & Service
- Construction Equip.
- Chemicals & Gases
- Lubricants
- Fasteners

Transmission & Distribution

- Electric Meters
- Transformers
- Wood Poles
- Switchgear
- Asset Recovery
- Wire & Cable
- Scrap Processing
- Polyethylene Pipe
- Substation Services
- Scrap Processing

Maintenance Repair & Operations (MRO)

- Electrical MRO
- General Industrial MRO
- Fasteners
- Valves & Fittings
- Safety & Lab Equipment
- Fuel & Lubricants

Fiber Optic Networks

- Fiber Optic Cable
- Optical Networking Equipment

Corporate & Indirect

- Office Supplies & Equip.
- IT Hardware
- IT Software
- Telecommunications Services
- Fixed & Wireless Handsets
- Wireless Paging
- Promotional Products
- AP & Contract Audit Services
- Staff Augmentation Services
- E-enablement Services
- Coding & Marking

requirements

- Trading party record with Pantellos
- Additional agreements may apply with respect to specific offerings

next steps

To find out how to start taking advantage of Pantellos Collaborative Agreements, talk with your Pantellos Development Manager or request information at:

E-mail: information@pantellos.com
website: www.pantellos.com

Main: 281.863.6300
Toll-free: 877.777.4888

about pantellos

Pantellos is the leading supply chain services company for the utility and energy services industries. Built by the industry, for the industry, Pantellos offers access to deep industry and supply chain expertise, a broad suite of supply chain services, an active trading community and leading-edge technologies. Pantellos is based near Houston, Texas, USA.

