

Generate as much as \$1 Million in annual savings in just six weeks by implementing Perfect Commerce Supplier Agreements in four corporate categories.

SUPPLIER AGREEMENTS—ADOPTION READY

The Perfect Commerce Corporate Spend Pack offers pre-negotiated Supplier Agreements with leading vendors that feature standard catalogs, pricing discounts, terms & conditions and are ready for instant adoption. Many of these existing agreements are e-procurement ready with electronic catalogs and integrated suppliers.

CUSTOMER VALUE

The Corporate Spend Pack represents a fast, easy means to achieve savings in basic commodity areas.

Here's what you can expect:

- **Price:** Realize significant first cost savings of 5 percent to 20 percent
- **Speed:** Accelerate the sourcing and implementation process; start realizing savings in just six weeks
- **Quality:** Establish a relationship with a leading supplier in your industry for these basic commodity areas

COMMODITY AREAS

The Corporate Spend Pack covers the following commodity areas:

- Office Supplies—Corporate Express
- IT Hardware, Software, Peripherals—SHI
- Wireless Telecom—Verizon Wireless
- Tires & Service—Bridgestone / Firestone

Each of these vendors were selected collaboratively by Perfect Commerce and its customers through a process that evaluated quality, service, price and geographic coverage. Each vendor is a leader in its industry.

Refer to back for vendor profiles...



DISTINCT VALUE TO YOU:

- First cost savings of approximately 5–20%
- Rapid implementation—6 weeks
- Addresses commodity areas of office supplies, IT hardware, software, peripherals, wireless telecommunications and fleet tires & related services
- E-procurement ready—office supply and IT providers are integrated with pre-developed catalogs
- Well established and adopted—average of 9 utilities using each agreement
- No fees, no risk to evaluate the agreements

More Information? Contact:

Your Perfect Commerce
Account Manager

or:

Tony Gilmore
281.863.6704
Tony.Gilmore@perfect.com

Perfect Commerce, Inc.:

1.877.777.4888 www.perfect.com

Corporate Spend Pack ctd...

OVERVIEW OF SUPPLIER AGREEMENTS

Corporate Express

Corporate Express, Inc., a Buhrmann Company, is the world's largest business-to-business supplier of essential office and computer products and services with \$5.0 billion in sales in North America.

The Perfect Commerce Agreement provides the trading community an integrated office supply solution and offers over 50,000 catalog items. Within the scope of the solution are consumable office supply items, furniture, and more sophisticated imaging & computer graphic supplies. The Supplier Agreement provides buyers with compelling pricing, rebate incentives, switching incentives and integrated electronic procurement capability.

SHI

Software House International (SHI) is a global procurement outsourcing company and a leading B2B solution provider. SHI has a full menu of services and carries authorizations as an IBM Business Partner, Lotus Notes Premium VAR, Microsoft Solution Provider, and a Novell Gold Reseller, among others. Recently, Business Week identified SHI as one of the Ten Largest Privately Held Technology Companies in the United States.

The Perfect Commerce Agreement with SHI offers a suite of over 20,000 SKU's, including both hardware and software volume licensing programs and corresponding services that help you manage your business as well as your publisher contracts with greater efficiency. Products currently available include hardware from Compaq, Cisco, and IBM and software from Microsoft, Adobe, and Lotus.

Verizon Wireless

Verizon Wireless is the nation's leading provider of wireless communications. The company has the largest nationwide wireless voice and data network and 31.5 million customers. Headquartered in Bedminster, NJ, Verizon Wireless is a joint venture of Verizon Communications and Vodafone.

The Perfect Commerce Agreement offers an initial discount on all Verizon Wireless non-promotional calling plans (excluding Family SharePlan and National Aggregate Plans). All activation fees are waived and provide for a "Grandfather Clause" for individual line term previous usage under previous Verizon contracts.

Bridgestone/Firestone

Bridgestone/Firestone is the largest manufacturer of tires in the world. It is an international customer-focused organization with annual tire revenue of \$15B and locations in more than 25 countries. It delivers tire purchases daily to most of the Fortune 500 companies. Bridgestone/Firestone operates directly at over 3,500 company- and independently-owned distributor locations. All manufacturing plants are ISO 9000 certified and the corporation achieved honors from General Motors as its Supplier of the Year for nine consecutive years.

The Perfect Commerce Agreement offers compelling price discounts of 18 percent to 30 percent off list price, varying by tire class. Bridgestone/Firestone has an extensive local and regional distribution network and offers related services through its retail outlets.

NEXT STEPS

To learn more about these Supplier Agreements, contact your Perfect Commerce Account Manager or Tony Gilmore, Perfect Commerce Corporate Portfolio Manager at (281) 863-6704.

