

Fast Facts: MRO Maverick Spend Pack

Consider this real-world scenario: Plant personnel need a metric fine-threaded carriage bolt to repair a motor mount. The plant doesn't keep this specialized part on hand, and the repair must be completed as quickly as possible.

What would you do? Call your contracted fastener supplier and wait to find out whether the bolt you need is in stock ... or send someone to a local supplier to buy one today? Given the options, many plant managers would buy the bolt from a local retailer, possibly paying a premium price in addition to the cost of taking an employee off the job.

When you add everything up, that \$2 or \$3 bolt has just cost the plant as much as \$100. But now there's a better way to get what you need when you need it—and still save money.

PERFECT COMMERCE MRO MAVERICK SPEND PACK

MRO items are some of the most common off-contract buys, resulting in higher prices and inefficient transactions. The Perfect Commerce MRO Maverick Spend Pack offers a convenient buying strategy that reduces off-contract buys while improving service and capturing spend data. By using this set of established agreements, you can take advantage of negotiated discounts and convenient next-day shipping on a full range of MRO supplies and equipment.

LEVERAGED PRICING WITH LEADING SUPPLIERS

Your organization could save an average of 15 percent by using Perfect-negotiated agreements with some of the nation's leading suppliers, including Applied Industrial Technologies, Fastenal, Fisher Safety, Ferguson Enterprises, Graybar Electric, MSC Industrial Supply and Newark InOne.

A SINGLE, COMPREHENSIVE MRO CATALOG

By adopting all agreements in the Spend Pack, you gain access to an online catalog of more than 1.6 million supplier SKUs. A single search routine lets you locate items quickly and make side-by-side comparisons across multiple suppliers.

FAST, RELIABLE DELIVERY

Most items in the online catalog are in stock, and all participating suppliers offer efficient hub-and-spoke shipping capability that ensures delivery of your requested items within 24 to 48 hours.

EASY, ONLINE ORDERING

You can access the electronic catalog from your desktop PC, quickly find what you need and place the order. It's as easy as that.

CAPTURE & REPORTING OF SPEND DATA

The MRO Maverick Spend Pack captures transactions so you can better manage MRO expenditures and greatly reduce off-contract purchases.

Refer to back for vendor profiles...



DISTINCT VALUE TO YOU:

- Lower prices through pre-negotiated discounts; average savings of 15 percent
- Fast, reliable delivery within 24 to 48 hours
- Best-in-class suppliers with nationwide shipping and delivery networks
- Total cost savings through improved transaction efficiency
- Electronic catalog of more than 1.6 million in-stock SKUs, accessible from your PC
- Easy price comparisons and round-trip shopping
- Same convenience as ordering with a procurement card
- Capture and reporting of MRO purchases for better control and fewer off-contract buys

More Information? Contact:

Your Perfect Commerce
Account Manager

or:

Matt Worth
matthew.worth@perfect.com

Perfect Commerce, Inc.:

1.877.777.4888
www.perfect.com

MRO Maverick Spend Pack ctd...

SUPPLIER PROFILES

Perfect Commerce selected the participating suppliers based on the breadth of their product lines, number of SKUs, national stocking of catalog items, and advanced logistics and shipping infrastructures. Each supplier is considered best-in-class in e-commerce solutions in one of the major MRO subcommodities: general industrial MRO; pipe, valves and fittings; industrial safety; non-T&D electrical supplies; electronics; power transmission and bearings; fasteners; lab supplies—and coming soon—welding.

MSC Industrial Supply Co., the nation's third-largest direct marketer of industrial supplies and equipment, offers guaranteed same-day shipment on more than 500,000 SKUs. Items are competitively priced, with collaborative end-of-the-year pricing rebates available to Perfect Commerce customers.

Graybar Electric, offers competitive margins on 105,000 SKUs, with a network of distribution facilities across the U.S., Canada, Mexico and Puerto Rico. Graybar is the nation's largest supplier of non-T&D electrical, telecommunications and networking products.

Ferguson Enterprises Inc. is a leading supplier of pipe, valves and fittings (PVF), with a coast-to-coast distribution network and a catalog of more 40,000 products.

Fisher Safety, the second-largest supplier of occupational health and safety products, offers competitive margins on 60,000 SKUs. Deeper discounts are offered for committed spend.

Applied Industrial Technologies is a leading supplier of bearings and transmission components, with a catalog of 340,000 SKUs and a 450-location delivery network.

Fastenal is the nation's largest fastener distributor, offering competitive pricing on more than 125,000 SKUs. A bin replenishment program is available. Fastenal's diversity partner, Best, allows customers to direct some of their MRO spend to a qualified diversity supplier..

Newark InOne is the market-leading, knowledge-based distributor of electronic components and value-added services solutions in the Americas, with locations in the United States, Canada, Mexico and Brazil. The catalog includes more 400,000 items, with same-day shipment on 124,000 in-stock items.

Fisher Scientific International, Inc., the world leader in laboratory supplies and equipment, offers a catalog of 140,000 SKUs. Spending with Fisher Scientific can be combined with Fisher Safety spend to achieve greater leverage.

