

# supplier value



## Thriving in a changing business environment

If your company supplies products and services to the utility and energy industry, we don't need to tell you that doing business today is more challenging than ever. With utilities facing deregulation and growing competition, pressure to achieve cost savings is intense. Unfortunately, these savings may come at the expense of suppliers, through lower margins or lost business. Digital commerce is becoming a necessity, yet suppliers may lack the resources to take full advantage of the electronic marketplace.

In an increasingly fragmented market, the cost of reaching new customers is high. Even maintaining the profitability of existing customers can be difficult. You may be managing multiple buyers and channels within the same organization and working without accurate forecasts or real-time usage information. High variability in product requirements can lead to rework, inventory over- and understocking, and excessive scrap.

The key to competitive survival in this challenging marketplace is effective supply chain performance, lowering the total cost to supply products and services to your customers. Pantellos can help you meet this challenge by providing an open, collaborative Marketplace focused on creating value for all participants.

## Services to improve business performance

What is Pantellos? We are the leading supply chain services company for the utility and energy services industries. Pantellos trading partners include more than 200 buyers and suppliers, committed to working together to solve industry supply chain challenges and reduce the total cost of doing business.

Pantellos goes beyond the traditional role of an on-line exchange by offering a custom suite of services designed to solve complex supply chain challenges. Our services combine deep industry knowledge and supply chain expertise with enabling technology.

The Pantellos Marketplace is open to all suppliers of electric, natural gas and related energy companies. Suppliers are full participants, not just catalog content, with access to all the services in the Marketplace. There are no transaction or exclusivity requirements; suppliers and buyers operate on equal footing. Equal access to the Marketplace enables you to tailor your participation to meet your company's business objectives.

## pantellos services

### Marketplace Services

Designed to meet you where you are, these services help you access the Marketplace easily, regardless of your technology infrastructure, and begin achieving rapid returns on participation.

### Supply Management Services

Solutions developed collaboratively with buyers and suppliers, aimed at improving procurement processes reducing overall costs within specific supply chains.

### Business Process Services

Highly collaborative solutions that encourage buyers and suppliers to think strategically about supply chains, enabling fundamental changes in vital areas of the business.

### Capital Asset Services

A forum to assist in moving projects and centerpiece equipment, such as turbines, permitted sites and late-stage development projects, between power-generating organizations.

### Consulting Services

Thought leadership and implementation support to help trading partners cost-effectively identify, evaluate and capitalize on business opportunities.

# benefits of participation

## revenue growth

By joining the Marketplace, you gain increased access to new markets and new customers while lowering your sales and marketing expenses. Participation also enhances current revenues by protecting sales with existing customers. Buyers are highly motivated to funnel as much spend as possible through the Marketplace, enabling you to consolidate more orders from the same customers. Integrated online ordering not only increases sales, but improves transaction efficiency so you can spend more time managing customer relationships and less time managing paperwork.

## cost savings

The Marketplace focus on improving supply chain efficiency translates into lower operating costs for suppliers. By integrating once into the Marketplace, you gain immediate access to all buyer trading partners, reducing the dollars and human resources needed for sales and marketing. System integration lowers transaction costs and shortens the cycle time for order processing, fulfillment and settlement. Integrated online ordering improves accuracy, decreasing the number of costly errors, returns and rework. Managing your catalog in a single format saves time and money, especially by minimizing expensive customization. Improved demand forecasting enhances inventory management and lowers inventory costs.

## supplier diversity

Pantellos recognizes the strategic benefit and potential value diversity suppliers bring to supply chains. In fact, according to industry surveys, Pantellos is the only exchange with a supplier diversity strategy in place. We work actively to identify and develop diverse supplier opportunities, participate in outreach efforts and forge strategic alliances that bring value to the trading community. Supply-side firms owned by minorities, women, service-disabled veterans and small disadvantaged businesses make up 25% of our supplier base. As Pantellos trading partners implement diverse spend strategies, we strive to maintain the same priority for ensuring representation of diverse suppliers in the Marketplace.

## supply chain improvement

Collaboration is another extraordinary benefit for suppliers who may be in a position to capitalize on opportunities for supply chain excellence. Pantellos works with strategic suppliers to identify value creation opportunities and engage them in collaborative activities such as Pantellos Collaborative Agreements (PCAs), integrated demand forecasting and production planning, standardization and engineering for improved capacity utilization and collaborative project planning.

## next steps

To learn more about Pantellos or to explore the benefits of joining the trading community, contact:

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