



MRO & PACKAGING GROUP PURCHASING

Procure Analytics is the leading group purchasing organization focused on Maintenance, Repair, and Operations (MRO) as well as Packaging supplies. Through \$1B+ in buying power, on-site implementation methods, and a dedicated team of data analysts, PA drives continuous savings for their member companies. With 700+ members across 15,000+ locations, PA offers the leverage and action plan to deliver substantial value in otherwise unmanageable categories – all at no cost to its members.

PROCURE ANALYTICS PROGRAMS OVERVIEW:

- **Leverage Scale & Expertise** – Access PA's MRO spend leverage as Grainger and AIT's largest commercial customer and packaging solutions through PA's Engineers.
- **Data Visibility & Tail Spend Consolidation** – Full suite of value-add services – from analytics on spend and savings to continuous improvement through SKU rationalization and supplier consolidation.
- **Seamless & High-Touch Implementation** – Tailored implementation plans for each location; PA's team establishes site-level relationships to encourage program adoption.
- **Simplicity of Execution** – PA never charges you, and acts as a high-service extension of your procurement team.



MRO CORE CATEGORIES

Bearings | Chemicals | Electrical | Fasteners | Hydraulics
| Janitorial | Material Handling | Power Transmission |
PPE | Safety | Shop Supplies | Hand Tools | Welding

To schedule an introductory call, reach out to
deeksha.shekar@procurementadvisors.com, 770-741-1514.

KEY MEMBER BENEFITS INCLUDE:

- **Dynamic Price Management**
- **Free Freight** on all standard shipments
- **Payment Terms** of Net 60 days
- **Rebates** based on PA program's growth YOY*
- **MRO Programs** including Grainger, Applied Industrial Technologies, Graybar, Fastenal, and Fisher Scientific
- **Packaging Program** with PA Engineers for custom solutions
- **Continuous Value Creation**
 - Dashboard reporting for spend and savings
 - Smart Buying Training for better alternates
 - Supplier consolidation and SKU rationalization
 - Full suite of inventory management solutions
 - Documented value-add services
 - PA acts as an extension of member's indirect sourcing team

*Rebates applicable to specific preferred suppliers and manufacturers.

PACKAGING CORE CATEGORIES

Corrugated | Non-Corrugated | Strapping & Banding

MRO ONBOARDING PROCESS

Introduction Call

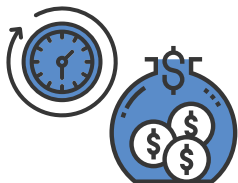
Present the PA Programs to potential member company. Share initial documents allowing PA to access data.

**STEP
01**



Benchmarking

Identify quick wins - benchmark existing spend with PA Preferred Suppliers. Identify total opportunity through purchase history.



**STEP
02**

Implement Quick Wins

Sign Bylaws to join program. With no term and no fees, connect to PA pricing and realize savings on existing spend. Begin implementation.

**STEP
03**



Value Added Projects

Start transition through on-site meetings with suppliers and PA team. Begin value add projects supplier consolidation and SKU rationalization for site needs.



**STEP
04**

Data Analytics

Spend, savings, and compliance reporting. Supplier consolidation, SKU rationalization implemented across all member plants.

**STEP
05**

START SAVING

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