



ProcessServiceManagementSavings

Strategies

For Sourcing Your Print Materials

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Cost Savings Calculation

	ADD UP YOUR SAVINGS	OUR CUSTOMER SAVINGS
PURCHASING SYSTEM		
Rogue Buying	= \$ _____	9-12%
Vendor Management	= \$ _____	
Misprints	= \$ _____	
<i>Total</i>	= \$ _____	
INVENTORY MANAGEMENT SYSTEM		
Number of Requisitions _____ x \$150	= \$ _____	10-15%
Annual Obsolescence Inventory Value ÷ _____ Inventory Turns x .30%	= \$ _____	
Inventory Carring Cost Inventory Value ÷ _____ Inventory Turns x .15%	= \$ _____	
<i>Total</i>	= \$ _____	
FULFILLMENT/WAREHOUSING COST		
Rent and Utilities	\$ _____	6-13%
Labor with Benefits	\$ _____	
System and Support	\$ _____	
Materials and Equipment	\$ _____	
Insurance	\$ _____	
<i>Total</i>	= \$ _____	
<i>Total</i>	= \$ _____ or	25-40%

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Savings

The Three Keys to Print Management Savings Success

1 Know How Much, What and When to Buy

- ▶ SmartSource takes the guessing game out of quantities. Our real-time software, using data based on your actual usage, suggests the correct quantity needed so that you don't order too much.
- ▶ Re-order grouping reports suggest what products to print in combination and when to secure the lowest production price available.

2 Use the Right Tool For the Job

- ▶ Because we do not own nor are we associated with any printing companies or facilities, we aren't obligated to use a printer that may not be perfect for your job and budget. We are dedicated to matching your projects with the most efficient printing techniques available.
- ▶ With our extensive nationwide network, we can dramatically lower your distribution costs by printing your projects closer to the end users, facilitating delivery and saving money on freight.

3 Manage Your Savings Through An Unbiased Gatekeeper

- ▶ Our interest is aligned with yours and we are 100% supplier neutral. As the gatekeeper of your brand, we manage your projects from start to finish, streamlining your printing process and eliminating hidden costs and other inefficiencies, while increasing service and quality.
- ▶ We are focused on saving your company money and providing unparalleled customer service. Through our Open Book Pricing policy, you are assured of fair pricing. We're always available to share the wholesale costs with you to ensure your customer satisfaction.
- ▶ Align with a strategic partner that can efficiently and effectively manage your print process, from bidding and buying, to on-line procurement and inventory management. SmartSource can change the way you do business.

Streamline your print process and eliminate hidden costs.

Did you know that for every one dollar purchased for printed materials, two to three dollars are wasted on the inefficient process management of inventory, vendors and storage?

Purchasing of print, business stationery, promotional products and marketing materials has traditionally been labor and paper intensive, costly and ineffective. In some cases, the cost of managing print exceeds the cost of the consumables themselves. Who can you turn to with the experience and expertise you require to manage your printing needs while saving you money?

Smart Source's mission is to help companies manage their print processes. Our team of professionals has decades of industry experience sourcing print efficiently and effectively. Our goal is to streamline your print process and eliminate hidden costs and other inefficiencies that impact the bottom line of your company.

Let us show you how...

Our Mission

Committed to Helping You Find Ways to Save Money

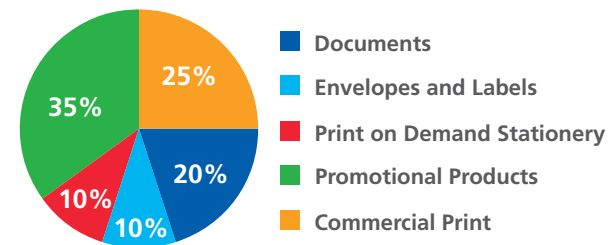
SmartSource helps you expand your capabilities without increasing overhead. With our “Open Book Pricing” policy and unbiased supplier sourcing, we can bid and buy any custom or stock-printed product. We act as an extension of your internal resources, collaborating with you and your team to enhance your print supply chain. Our unique blend of software and services offers personalized business solutions to manage your printing needs.

You'll benefit from reduced production costs, higher quality and faster delivery – all without making an investment.

We are experienced in buying, bidding and rating quality for:

- ▶ Promotional Products
- ▶ Commercial Print
- ▶ Documents
- ▶ Envelopes
- ▶ Tags & Labels
- ▶ Direct Mail
- ▶ Digital Print on Demand
- ▶ Stationery
- ▶ Office Consumables

Smart Source Product Mix



SmartSource helps companies reduce their inventory costs by providing tighter control of stock levels, lowering obsolescence and reducing carrying costs. We do so through:

Real-Time Inventory Information

- ▶ Users view real-time inventory levels and pricing, while the system automatically allocates cost and calculates accurate replenishment levels.

Reduce Obsolescence and Carrying Cost

- ▶ Our software is designed to manage inventory to the lowest point while eliminating stock outs.

Delivery Tracking

- ▶ Though real time software, orders are tracked 24/7 via the Internet.

Combination Replenishment

- ▶ Our reorder grouping report indicates items that can easily be replenished in combination to take advantage of bulk pricing for smaller amounts.

Nationwide Distribution

- ▶ With strategically located distribution centers, SmartSource seamlessly delivers products to your user's desktop.

Inventory Migration to Non-Paper Products

- ▶ We offer solutions to migrate paper-based product to technology-based applications such as electronic forms, print-on-demand, and web-based marketing material.



Inventory Management That Helps You Save

Keeping inventory costs down is crucial to your company's profitability, regardless of what type of business you're in.

Printing too much is the most common way to waste money. Larger quantities may save per unit item in the short-term, but it costs more money in the long-term. Consider what happens if a logo, phone number or address changes.

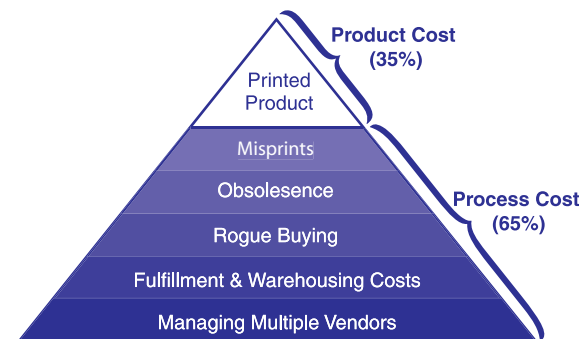
Most companies throw away roughly 30% of what they purchase each year in print.

If you are like most companies, you are probably spending more than you have to on:

- ▶ Carrying Cost
- ▶ Obsolescence Cost
- ▶ Labor
- ▶ Management
- ▶ Insurance
- ▶ Rent and utilities
- ▶ Inventory damage or theft
- ▶ Backorder and rush-to-print

Did you know that for every dollar spent on *Print*, two or three are wasted on the *Process*?

Print Cost vs. Process Cost



Result: Companies are outsourcing their internal print services at 12.5% CAGR

(Source: CAP Ventures, Inc)

Unbiased Sourcing

- ▶ We secure print pricing from hundreds of specialty wholesale manufacturers located throughout North America.
- ▶ We do not own nor are we associated with any printing companies or facilities, so we are unbiased in our approach.

Quality Control

- ▶ Our focus is to obtain the most economical price for each job with the highest quality.
- ▶ Our resources are dedicated to matching our customer's printing needs with the most efficient printing technique.



Vendor Management

- ▶ We take on the responsibility of managing all of your print projects and the vendors related to them.
- ▶ You have the ease of dealing with SmartSource as your only point of contact and pay only one invoice.

Open Book Pricing

- ▶ Our Open Book Pricing policy allows you access to our wholesale costs so you can be assured of a consistent and fair margin at all times.
- ▶ We also provide benchmarking to ensure that savings for each transaction are accurately provided.



Value-Added Services to Help You Succeed

We offer a full suite of services to help you reduce costs and simplify business processes. From inception to completion, we have the capabilities to successfully manage all of your printing-related needs.

We can manage a custom project from idea to finished product, no matter how complicated or abstract.

Our services include:

- ▶ Creative Design and Copywriting
- ▶ Typesetting and Translation Services
- ▶ Fulfillment and Mailing Services
- ▶ Online Catalogue for Corporate Identity
- ▶ Cost Allocation and Budgetary Control
- ▶ Warehousing and Distribution
- ▶ Unbiased Vendor Management
- ▶ Inventory Management
- ▶ Onsite Customer Service

Creative Services

- ▶ Distinctive marketing collateral are an important way to get your company recognized and remembered.
- ▶ We can take a custom project from idea to finished product, no matter how complicated or abstract.
- ▶ Our award-winning team of graphic designers and copywriters produce marketing communications materials that are unique and have impact.

On-site Customer Service

- ▶ Your dedicated service team is charged with becoming experts in your products and business processes.
- ▶ They learn the nuances of your brand – the colors, fonts, papers and preferences that define your company's image – ensuring that SmartSource provides consistent quality of work and service.
- ▶ Many of our customers prefer the service team to be on-site, acting as an extension of their internal staff.

E-Procurement

We create a secure proprietary online catalog for all print, promotional products, corporate stationary and supplies. Our e-procurement service includes:

- ▶ Client-customization control – you decide what products you want featured.
- ▶ Protected access – you select the users to have access to the site.
- ▶ Access to comprehensive real time reports.
- ▶ Controls such as spending limits, order approval and reorder notifications.
- ▶ We handle all distribution – from pick and pack to desktop delivery.
- ▶ One cost-allocated, detailed summary invoice.

