

Customer Direct Procurement Services (CDP) Business Model

Business Model Overview:

This business model utilizes Veterans Trading Company as a value-added distributor for the acquisition of materials shipped directly from the supplier to a committed delivery date and a specified customer location.

Customer Benefits:

Customer procurement staffing can focus directly on large contracted material needs, while low volume material acquisitions can be placed with VTC where quoting, sourcing, and purchasing can be outsourced to a 3rd party via purchase orders.

Business Model Value:

1. Reduction of resources necessary for material acquisition during activities associated with quoting, sourcing, and procurement.
2. Procurement resources flexibility during high peak periods, business growth.
3. Ability to grow existing resources within the company for procurement oversight and risk associated with supplier sourcing.
4. Reduction in cost associated with hiring, insurance, healthcare, and payroll taxes.
5. Reduction of resources necessary for supplier account payable processing due to single supplier management.

