

# Industrial Products and Supplies (MRO) Business Model

## Business Model Overview:

This business model utilizes Veterans Trading Company as a value-added distributor for the acquisition of materials necessary to support the customer operational environment.

## Customer Benefits:

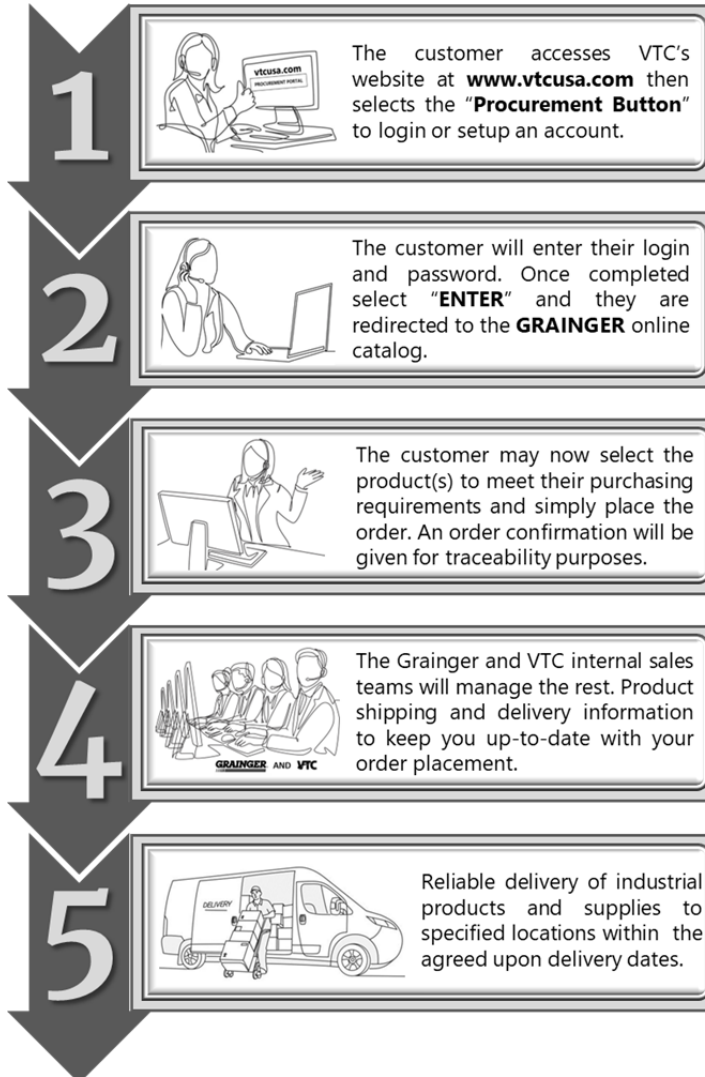
Customer procurement staffing can focus directly on material acquisitions for materials that will be utilized in the manufacturing of products and/or assemblies intended for resale. While industrial supplies material acquisitions can be placed with VTC and our supply chain partners where quoting, sourcing, and purchasing can be conducted with ease.

## Business Model Value:

1. Reduction of resources necessary for material acquisitions for site operational support associated with quoting, sourcing, and procurement.
2. Flexibility to reallocate and/or grow existing resources within the company for needed direct procurement activities.
3. Reduction in cost associated with hiring, insurance, healthcare, and payroll taxes.
4. Reduction of resources necessary for supplier account payable processing due to single supplier management.

## 5 EASY STEPS FOR INDUSTRIAL PRODUCT AND SUPPLIES PURCHASING WITH VETERANS TRADING COMPANY

### AUTOMATED PROCESS



### TRADITIONAL PROCESS

