# 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



The customer accesses VTC's website at **www.vtcusa.com** then selects the "**Procurement Button**" to login or setup an account.



The customer will enter their login and password. Once completed select "ENTER" and they are redirected to the GRAINGER online catalog.



The customer may now select the product(s) to meet their purchasing requirements and simply place the order. An order confirmation will be given for traceability purposes.



The Grainger and VTC internal sales teams will manage the rest. Product shipping and delivery information to keep you up-to-date with your order placement.



Reliable delivery of industrial products and supplies to specified locations within the agreed upon delivery dates.

#### TRADITIONAL PROCESS



The customer will contact VTC's internal industrial product and supplies sales representative and request a quote.





The VTC internal industrial product and supplies sales representative will source and obtain quotes from suppliers for customer approvals.



The customer reviews and selects the desirable quote and issues a purchase order to VTC's industrial product and supplies internal sales representative.



The VTC internal sales team will manage the rest. Supplier purchase orders issued, order confirmations received, and tracked conducted to ensure on-time delivery.



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