



COVEST SERVICES, LP

Creating Leverage for the Business Community

CoVest Services

CoVest Sourcing Network
CoVest DirectSource
CoVest Consulting

Our partners:



General partner
and manager of
CoVest Services

AT Kearney

A CoVest limited
and strategic partner

Global leader
in supply chain
management
consulting

Partner for strategic
sourcing consulting
and technology

CoVest Services
1422 Euclid Avenue
Suite 1160
Cleveland, Ohio 44115

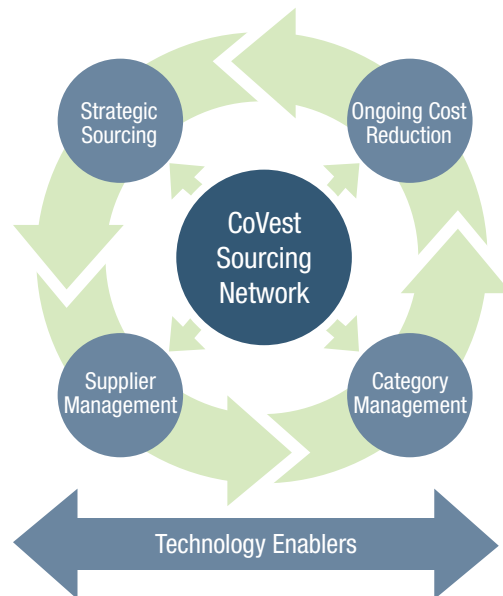
Patrick Russo
VP of Marketing
P: 216-325-5128
F: 216-774-1999
patrick.russo@covestservices.com

www.covestservices.com

CoVest Sourcing NetworkSM Provides Instant Value Through Sourcing Common Spend

- Savings from the leverage of member companies' indirect purchasing volumes
- Savings achieved within weeks
- Eliminates the need for companies to source and manage indirect volumes
- No fee to join, no ongoing costs and no minimum purchases

A sourcing model driven by a rigorous process well suited to use in any industry:



Three easy steps to becoming a member:

- 1. Assess Potential Opportunity**
Collect spend data and benchmark pricing
Summarize savings opportunity
- 2. Select CoVest Categories to Adopt**
Execute CoVest membership agreement and supplier agreements
- 3. Execute Member Roll-Out Plan**
CoVest provides hands-on support

EMPLOYEE RELATED

Temporary Labor
Pre-Employment Screening
Coffee & Dispenser Beverages
Uniforms / Mats
Flowers & Gifts

BUSINESS RELATED

IT Hardware
IT Software
Computer Peripherals
Office Supplies
Promotional Items
Bottled Water / Water Systems
Conferencing Services

FACILITY RELATED

Office Equipment
Furniture
Lubricants
Bearings & Power Transmission
Electrical Supplies
Industrial Supplies
Safety Supplies
Janitorial Supplies
Lab Supplies

DIRECTSOURCE

Corrugated

Our members represent over \$160 billion in annual revenue:





CoVest DirectSourceSM Allows Multiple Companies to Jointly Source and Drive Savings

- A group of companies combine their spend in a **collaborative sourcing process**
- Results in a **customized contract** tailored to each company
- Activity funded through rebates with **no up-front costs** to the client
- Ideal for categories that have **some consistency of product and supply base across members**, but enough unique specifications that a single contract is not feasible
- Can also be applied to **single companies**

Characteristics for successful collaborative sourcing:

Commonality of the product/service across companies

Existing overlap of common category-supplier relationships

Clarity of the value proposition from the supplier's perspective

Degree of organizational sensitivity associated with the category

CoVest Consulting Provides a Broad Suite of Services Focused on Strategic and Tactical Management

