

CoVest Services

CoVest Sourcing Network
CoVest DirectSource
CoVest Consulting

Our partners:



General partner and manager of CoVest Services

ATKearney

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

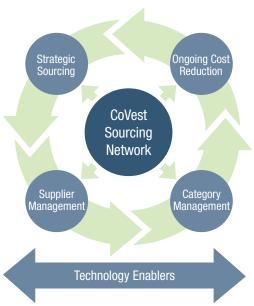
P: 216-325-5128 F: 216-774-1999 patrick.russo@covestservices.com

www.covestservices.com

CoVest Sourcing Network[™] 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:

- 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 DirectSource[™] 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

Supply Chain Consulting Services

Cost Alignment

General and Administrative

- Overhead realignment
- Rationalization
- Transportation sourcing
- Network optimization
- Warehouse operations improvement
- Forecasting and Merchandise Planning
- Forecasting process improvement
- Planning and logistics improvement

Procurement Services

- Strategic sourcing
- Cost management

Sales Acceleration

- Technology review
- Product/customer realignment

Operational Excellence

- Lean Six Sigma
- Financial analysis/project prioritization

CoVest/A.T. Kearney Procurement Services:

STRATEGIC SOURCING

Spend Cube Development
Strategic Sourcing
Strategic Sourcing Training
Downward Auctions
Negotiations Training
Negotiations Support

COST MANAGEMENT

Demand Management Compliance Tracking Supplier Rationalization Procurement Process Improvement