



Reliance Alliance

www.RelianceGroupUSA.com

A Blended Catalog

What does this mean?

A vendor agnostic catalog!

Some examples:

Office products

- Essendant
- SP Richards

Technology products

- TD/Synnex
- Supplies Network

Furniture products

- Hon
- Lesro
- Coe
- Fireking

Aftermarket Ink & Toner

- Reliance Group
- Clover

Contract Management

Multiple Vendor Cost Files

- Single vendor – multiple cost files
- Multiple vendors – single cost files
- Multiple vendors – multiple cost files

Mapping Vendor Contracts to Customers

- Single/Multiple SKUs from multiple cost files
- Multiple SKUs from single cost files

Inventory Visibility

- Multiple vendor DCs
- 100+ DC locations reporting in

What does contract management mean?

Option to display open pricing on store without login
i.e., SKU 123: \$20



Customer logs in, products on display are automatically associated with the vendor contract and display the dealer's contracted sell price

Customer A may have a cost of \$10 on a vendor contract for SKU 123 and a sell price of \$15 on a dealer selling contract

Customer B may have a cost of \$12 on a vendor contract for SKU 123 and a sell price of \$16 on a dealer selling contract

How a
“dumb”
store is
turned into
a “smart”
store

We map in contract prices from each vendor

We account for Minimum Advertised Price (MAP)

We automatically incorporate vendor promos

We display MSRP when it is provided

Displaying vendor stock levels is optional

How we put you, the dealer, back in control

- We eliminate the shackles that currently bind you to under-performing legacy ERP systems
- Our platform fully supports the SPR and Essendant product catalogs, cost files, & contracts
- But we also fully support furniture, technology products, and aftermarket ink & toner
- We eliminate search bias
- You decide what products to feature and promote

We help improve the customer experience

The catalog can easily have a million products

This is good and bad

It's bad when a customer doesn't have enough knowledge to select the best product for his/her requirements

So, to overcome this, you must leverage the value you, as a dealer bring to your customers for the product selection process

Then map contracted items into the mobile App [2CLIXZ] and eliminate the risk of the customer having a frustrating product selection experience

Contracted prices are automatically displayed, and products can be ordered with 2-clicks from 2CLIXZ

Access to the full catalog via web browser on desktop or mobile is still available when required

Provide quotes via a link to a pre-built cart

Access the quoted items via a web browser or the 2CLIXZ mobile App

Convert the quote to an order with a single click

Demo – Contract Management

Customer A

- Visits site – open price
SKU123 = \$20
- Customer A logs in –
contracted price now visible
= \$15
- Customer & SKU is
associated with a vendor
contract:
 - Vendor A/C # ABC123
 - Cost: \$12
- Creation of a vendor PO to
be automatically aligned
with A/C # ABC123

Customer B

- Visits site – open price
SKU123 = \$20
- Customer B logs in –
contracted price now
visible = \$18
- Customer & SKU is
associated with a vendor
contract:
 - Vendor A/C # XYZ456
 - Cost: \$13
- Creation of a vendor PO
to be automatically
aligned with A/C # XYZ456

Spend Management

By facilitating contract management,
we enable dispersed purchasing

Dispersed purchasing saves time and
eliminates friction points

But spending must be managed



Establish spending controls at the individual employee level



Route orders that break pre-set spending thresholds for approval



Facilitate dispersed spending with centralized control



Support the requirements of the emerging remote workforce

Spending Management

What do you
need to get
started?



A Plan



A Technology Platform



To Join the Mobile Ecosystem

Thank-you for
watching!

Visit our Digital Transformation Resource Page
[CLICK HERE](#)



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2CLIXZ

Demo – Spend Management



ADDING USERS



ALLOCATING & ASSIGNING
BUDGETS