



PROCURE ANALYTICS

Arxada and Procure Analytics

PROMETHEUS
GROUP | **USER**
CONFERENCE

Ecosystem of Shared Value

PA is on a mission to help our members move from unmanaged to managed spend and drive reduced total cost of ownership

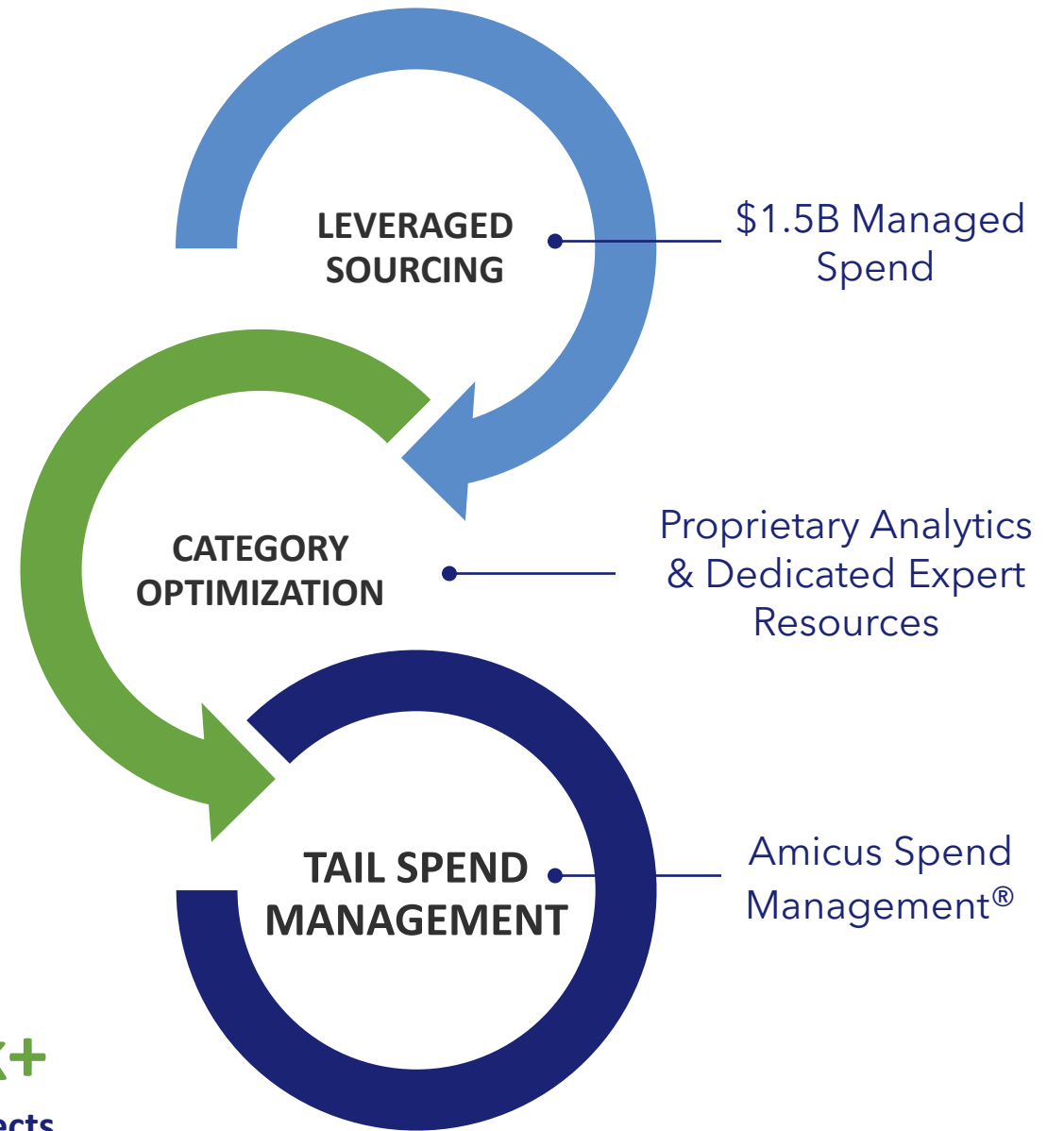
- **WORLD CLASS CONTRACTS**
- **MANAGED IMPLEMENTATION**
- **CONSOLIDATION AND COMPLIANCE**
- **ANALYTICS AND INSIGHTS**
- **SAVINGS PROJECTS AND TRACKING**
- **SUPPLIER MANAGEMENT**
- **DEDICATED SUBJECT MATTER EXPERTS**
- **SUPPLIER FUNDED SIMPLICITY**

1,000+
Members

99%
Retention

20k+
Locations

5k+
Projects



Diverse Membership Across Industries

FOOD & BEVERAGE



PACKAGING



ENERGY



LIGHT MANUFACTURING



HEAVY MANUFACTURING



RETAIL



MATERIALS



HOSPITALITY





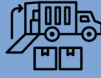



































HEALTHCARE



TECHNOLOGY



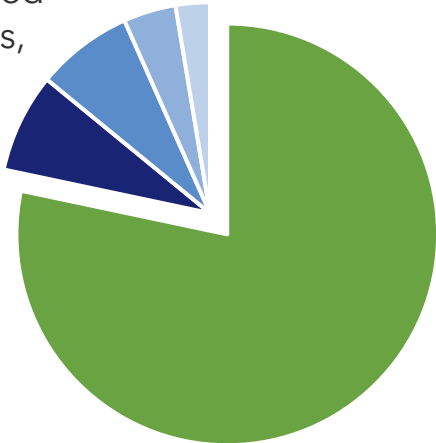
Our Programs

| | GPO  | | | PACKAGING  | | FREIGHT  | TAIL SPEND  |
|---|--|---|--|---|---|--|--|
| P R O G R A M S & S E R V I C E S | GENERAL INDUSTRIAL    | SAFETY/ PPE    | SAN-JAN / WORKPLACE    |  Strategic Sourcing Industry reports Supplier knowledge E-Sourcing Supply management |  Packaging Engineering Packaging engineers Value Add/Value Engineering Aether DIM Weight Quality data |  C.H. ROBINSON Leveraged 3PL Ideal for lanes with inconsistent volumes, spot moves, or out of network freight |  Full-service compliance and tail spend sourcing solution for MRO and general supplies |
| | SPECIALTY MRO (PT/ BEARINGS)  | PIPE VALVES & FITTINGS / FLOW CONTROL   | ELECTRICAL & COMM DATA  | PALLETS   | PACKAGING      |  Strategic Sourcing Custom lane sourcing solution direct to carrier with the option to mix in 3PL support where needed |  |
| | DIVERSITY SOLUTIONS   | FLEET MAINTENANCE  | UNIFORMS & FIRST AID  INTL SMALL PARCEL  | | | | |
| | RENTAL CARS  | LAB SUPPLIES  | OEM FASTENERS  | | | | |

Our GPO Programs: Win - Win - Win

Pre-PA: Fragmented, Non-Compliant Spend

4 Preferred Suppliers, <25% of Spend



100+ Tail Suppliers, >75% of Spend

Triple Win

Member Savings

Immediate Price Improvement, Continuous TCO Optimization

Volume Growth for PA Suppliers

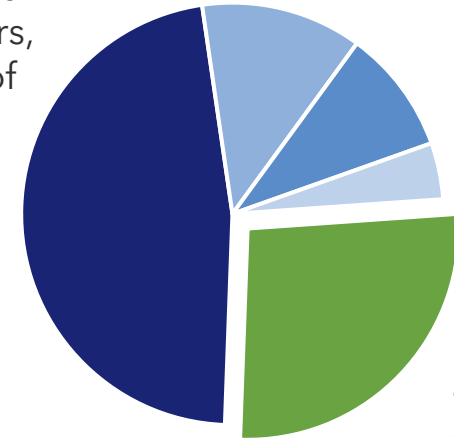
Supply Base Consolidation

Admin Fee for PA

Supplier-funded - No Direct Cost to Members

With PA: Rationalized, Compliant Spend

4 PA Preferred Suppliers, > 70% of Spend



25 Tail Suppliers, <30% of Spend

PA leverages its category expertise and robust analytical capabilities to determine the optimal mix of suppliers and create the 'triple win'

Our GPO Programs: Leveraged Sourcing

Recent Savings Results

\$1.1B+
BENCHMARKED SPEND

\$946M
PA SPEND

\$156M
SAVINGS

- ✓ **5-7%+ immediate aggregate savings** against direct contracts and other GPOs
- ✓ Every catalog SKU is **discounted**, not just market basket
- ✓ **Enterprise-wide core-list** - hundreds of thousands of items deeply discounted
- ✓ Extended payment terms - **Net 60** standard across most contracts
- ✓ **Free standard freight** - LTL and parcel
- ✓ **Volume rebates** from all suppliers and preferred manufacturers
- ✓ Targeted **5% year-over-year documented value program** savings
- ✓ Built-in "cost-model" with key suppliers, including **annual increase caps and cost audit provisions**
- ✓ **Free vending and other inventory management** programs/on-sites to reduce working capital consumption - **Buy Less to Save More**
- ✓ Dedicated **National Account Teams** and access to **C-Suite** with all supplier partners

Highly leveraged contracts that drive supplier resiliency and immediate value

Our Packaging Programs: Leveraged Sourcing

Savings Results from 2022 - March 2023



\$584M+
BENCHMARKED SPEND

\$500M
PA SPEND

14.4%
SAVINGS %



- ✓ **10+% immediate aggregate savings** against direct contracts and other GPOs
- ✓ Every SKU is **sourced**, not just market basket
- ✓ **Enterprise-wide view of SKU list** - managed new add process
- ✓ **Free standard freight** - all items are DAP Member location
- ✓ **KPI tracking and enforcement** from all suppliers and preferred manufacturers

- ✓ Targeted **5% year-over-year** savings (Lead by our PKG Engineers)
- ✓ Built-in "cost-model" with key suppliers, including **index triggers + cost audit provisions**
- ✓ **Free inventory management** programs to reduce working capital consumption, with select suppliers - **Buy Less to Save More**
- ✓ Dedicated **National Account Teams** and access to **C-Suite** with all supplier partners

Highly leveraged contracts that drive supplier resiliency and immediate value

Our Services Drive TCO Savings

KEY LEVERS TO SAVINGS

VENDOR CONSOLIDATION

- Identify the best suppliers based on categories, volume, & service requirements
- Create supplier resiliency and maximize TCO savings by consolidating to key preferred suppliers and manufacturers

SKU RATIONALIZATION

- Maximize price leverage and reduce complexity
- Shorten the spend tail through systematic rationalization across locations and users

ALTERNATE PRODUCT EVALUATION

- Proactively present cost reduction opportunities via alternative SKUs
- Often delivering superior product fit, form, function, or quality

INVENTORY REDUCTION

- Regularly evaluate purchase quantities and uses - buy less to save more
- Maximize inventory management solutions with min-max tracking levels to reduce consumption

PA's WHITE GLOVE SERVICE

SPEND CUBE ANALYSIS

- Cleanse and Analyze 12-month purchase history
- Identify and prioritize in-scope MRO spend

CONSOLIDATION & COMPLIANCE

- Analyze purchase data to identify opportunities and create business plan for key levers
- Create key compliance metrics and leakage mitigation strategies

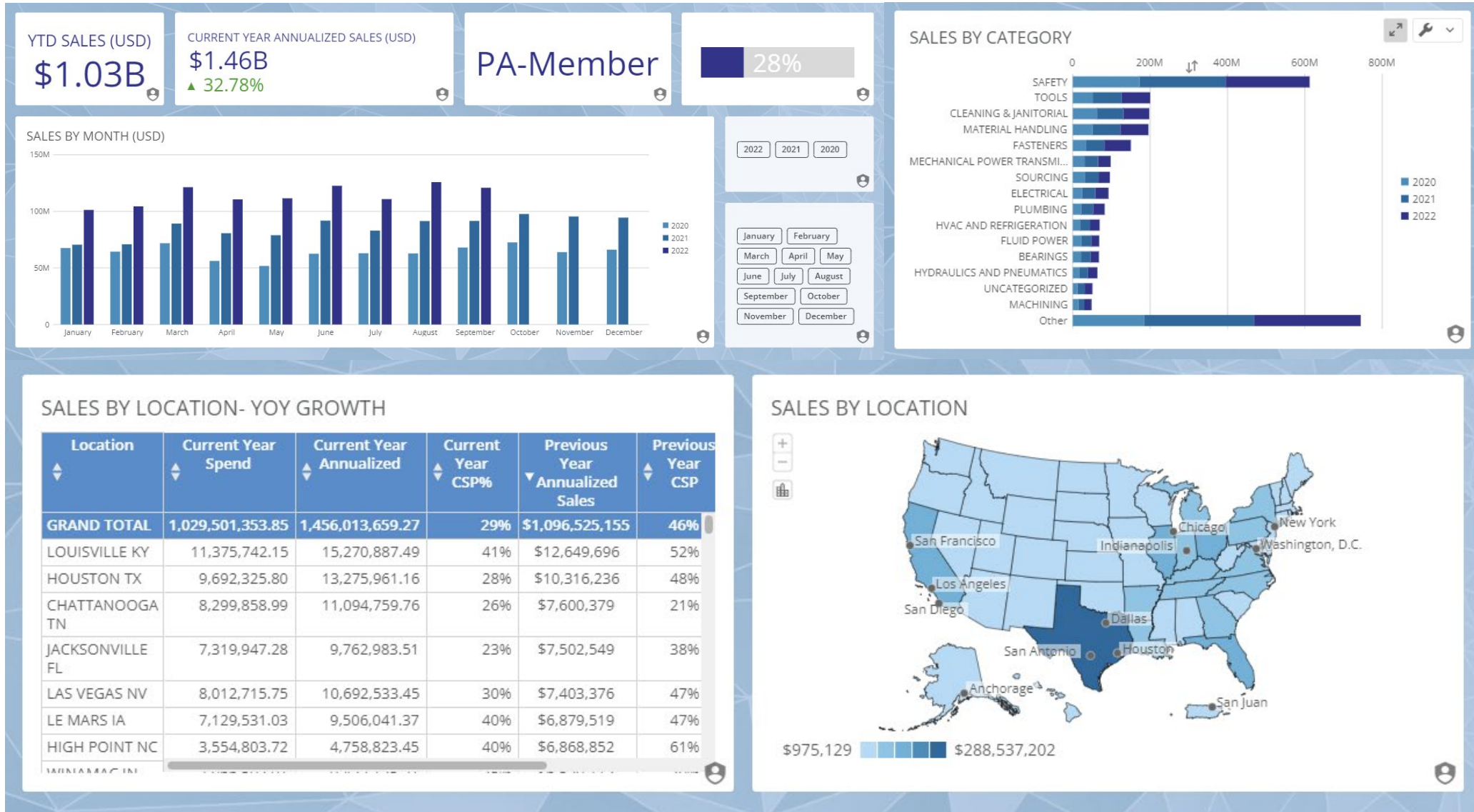
IMPLEMENTATION

- Project manage site-level program rollout
- Implement quick-win solutions and identify potential value-add service solutions

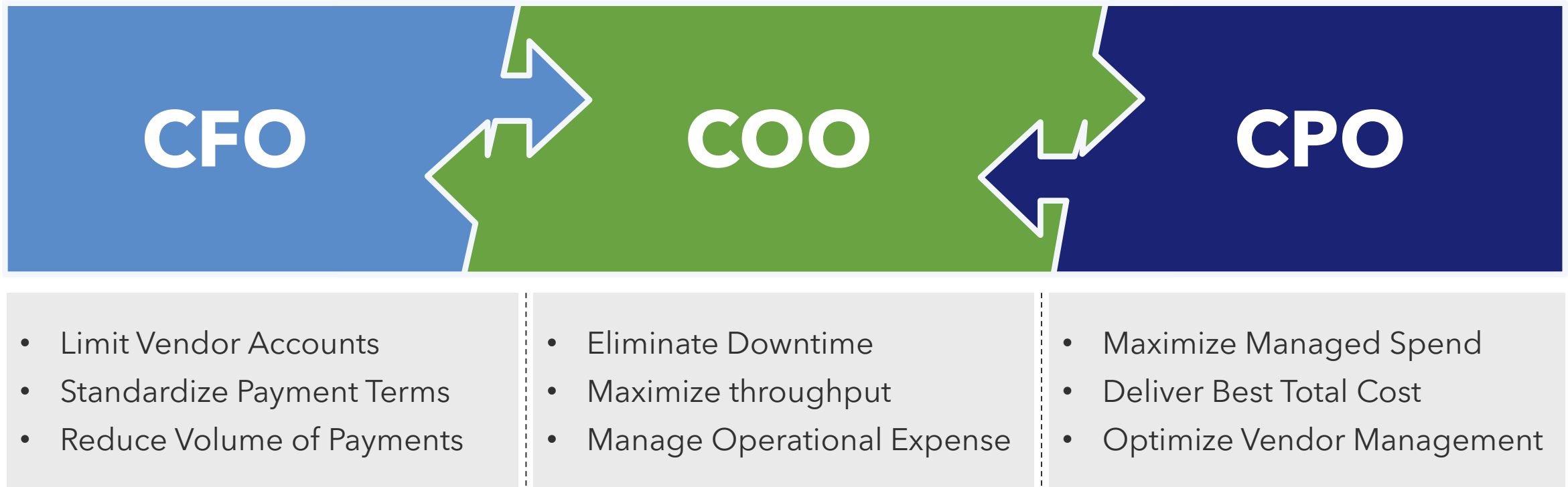
SAVINGS TRACKING & VALIDATION

- 24/7 access to personalized spend dashboards
- Track and provide visibility to realized savings
- Monthly spend audit and recovery of any missed savings

Spend Visibility and Tracking



Tail Spend is a Costly Pain Point



Members have asked us for a simple solution that addresses these needs while supporting category initiatives

PA's Full-Service Tail Spend Solution - Amicus

Process

Member communicates requests to dedicated Amicus team via email/phone

PA identifies & communicates product options to Member including pricing and lead times

Member chooses the best option per their requirements and places a PO with Amicus

Amicus places the order with the supplier and supplier ships directly to member

Amicus tracks goods and manages exceptions

Amicus pays supplier and invoices member

Benefits

Maximize compliant spend with *your* preferred suppliers

Expand category sourcing expertise - at no cost and without adding internal headcount

Reduce supplier setup and maintenance for tail purchases

Door-to-door order management

Standardize invoicing and payment terms

Optimize spend via comprehensive reporting and value-added analytics

White Glove Service with Simplicity and Speed

Who is Arxada?



Arxada operates as a global specialty chemical company. The Company offers hygiene, home and personal care, paints and coatings, crop and material protection, and wood protection, as well as solutions for composite materials and processing additives.

Consumer Microbial Control

Crop Protection
Food, Beverage, and Water
Home & Personal Care
Hygiene
Wood Protection

Industrial Microbial Control

Material Protection
Paints & Coatings

Nutrition, Care & Environmental

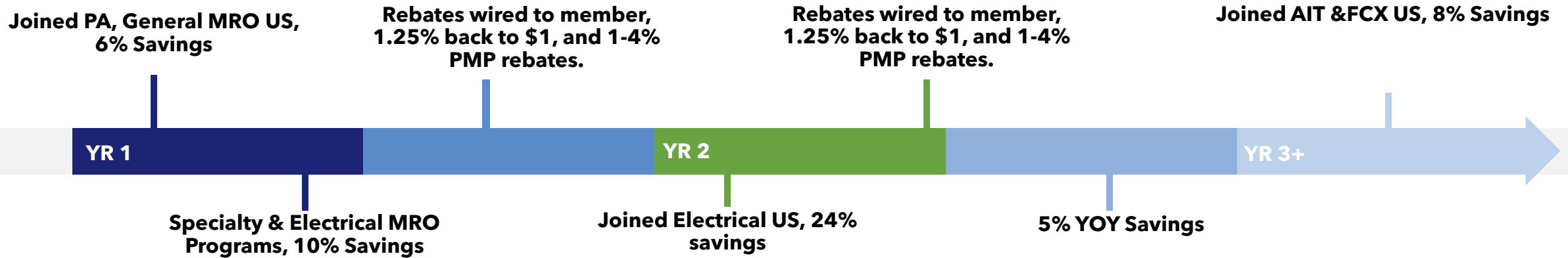
Composite Materials
Custom Development and Manufacturing Organization
Nutrition and Infrastructure

25
Manufacturing sites

13
R&D Centers

3600
Employees

Case Study - Arxada



Supplier Value Added Services

- Suppliers are also focused on providing value not only through price but through product substitutions, services, and vendor managed inventory solutions.
- Our Suppliers have full teams of dedicated resources to our members, including a national account manager, local support, and e-commerce support.
- Supplier's focus on TCO targets an additional 5%+ savings each year. These savings can come from enabling consumption reduction through VMI, consulting services, or optimization

PA Partnership Benefits

- PA's continuous benchmarking, and increasing spend ensures members are getting competitive pricing and YOY value
- Members have a team of additional resources from PA that provide analytical support, project management, and additional savings recommendations such as SKU consolidation and standardization.
- PA can provide additional services from compliance tracking to data optimization to maximize value as a true partner within MRO.

Support Team for New Members

Next Steps

1

Sign Mutual NDA

2

Data Collection - PA works with your and Supplier data (A/P, Spend cube, Market Basket, etc.)

3

Conduct Spend Assessment & Savings Analysis

4

Assess Membership - Jointly assess the membership shared value for you, PA, and suppliers



Thank You!

Jason Patrick

Chief Revenue Officer

Jason.Patrick@procureanalytics.com

678-642-1490 (Cell)

Benjamin Kingdon

Director, Partner Development

Benjamin.Kingdon@procureanalytics.com

574-318-6703 (Cell)

James Freeman

Director, Partner Development

James.Freeman@procureanalytics.com

937-901-1075 (Cell)

PROMETHEUS | USER
GROUP |
CONFERENCE

Federico Martinez - Global Procurement Operations
Head - Indirect Procurement, Arxada