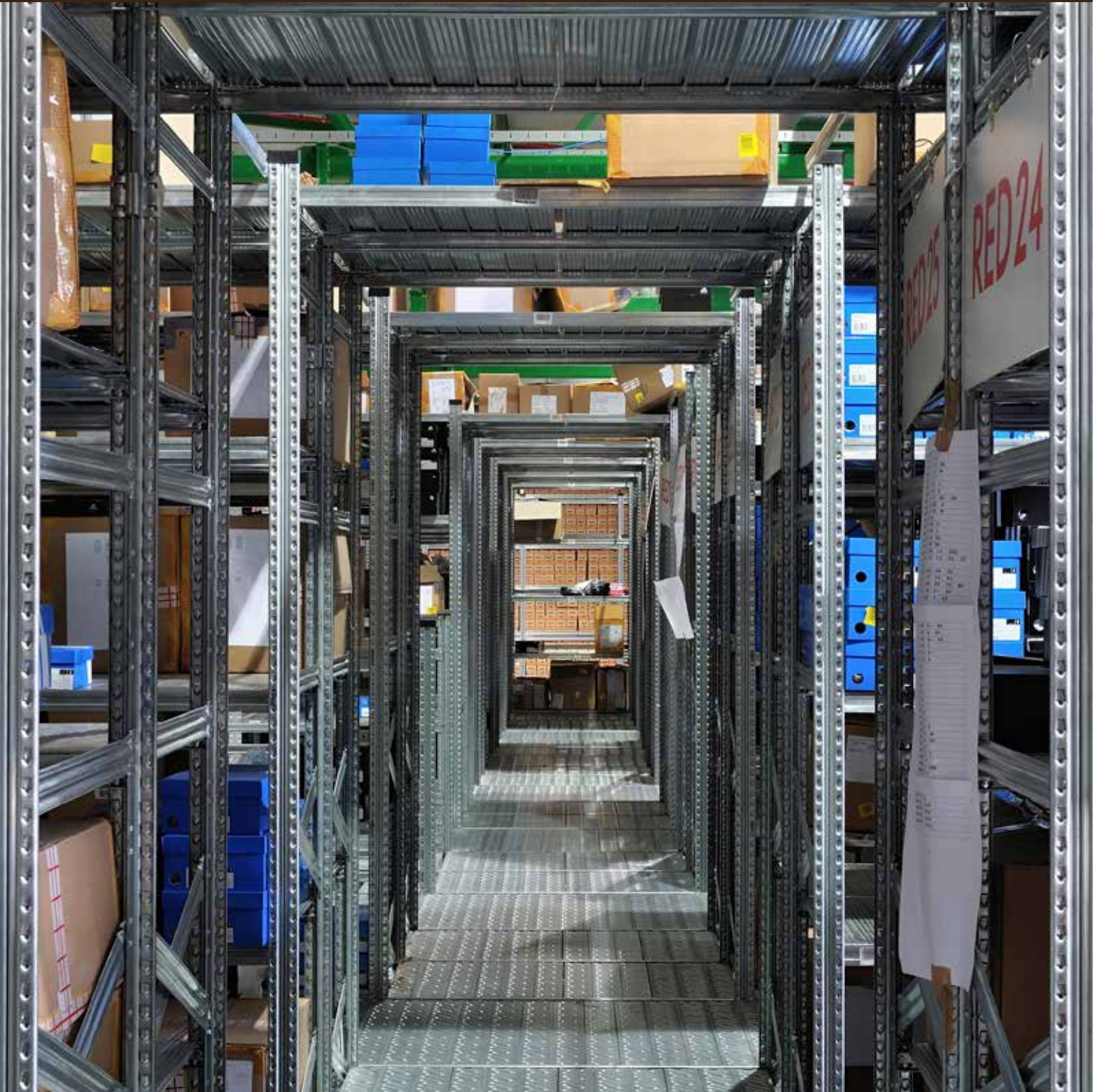




eM Services, LLC

A MINORITY & SMALL BUSINESS ENTERPRISE  
Certification # 02567-2009-MM

REDUCING TOTAL MRO COSTS THROUGH INTEGRATED SUPPLY CHAIN SOLUTIONS



# History.

Established in 1993  
MBE Certified since 2003

# Member highlights.

88 Locations  
\$85+ million in available inventories  
Over 531,000,000 individual SKU codes  
1200+ Employees  
Diverse backgrounds in multiple industries  
"Authorized Distributors" for Tier I Manufacturers

# Core values.

Deliver exceptional customer service  
Dedication to continuous improvement  
Commitment to honesty and integrity with all transactions

# Core strengths.

Effective e-procurement solutions to reduce total cost  
Commodity management expertise  
On-site customer service and technical support  
Local, independent stocking distributors  
Documentation of key performance metrics  
Certified MBE spend





# What eMS can do for you — THE PROGRAM CAPABILITIES

**INTEGRATED SOLUTIONS:** *Tailored solution for managing indirect materials.*

- Single Point-of-Contact
- Consolidated Purchase Order & Invoice
- Electronic Procurement Process
- Order Confirmation & Tracking
- Spot-Buy Support
- Documented Cost Savings Process
- Reduce Total Cost of Ownership
- Stockroom Reorganization
- Inventory & Stockroom Management
- Electronic Catalog Development
- Deployment of Point-of-Use Solutions
- Vending
- Price Management
- Supplier Rationalization
- Spend Transparency / Data Reporting
- Web Interface



**POINT-OF-USE SOLUTIONS:** *Deploying product close to the end-user.*

- Needs Assessment Survey
- Reduce Inventory Dollars & Footprint
- Multiple Product Access Methods
- Ability to Control Usage
- Options for Vendor Managed Inventory
- Real-Time Reporting
- Solutions Include Vending, Cabinets, Lockers, Shelving & Bin Storage

# How the process works.



## Customer

## eMS

Customer places an order to eMS via EDI, flat file, fax or internet.

eMS reviews the order for pricing, lead-time and selects the Supplier that best fits the requirements.

Customer approves the order.

An order confirmation is submitted to the Customer.

eMS submits a PO to the designated Supplier.

Product is shipped directly to Customer plant location.

Supplier processes the PO and ships the Customer order.

Supplier invoices eMS.

Customer receives a consolidated invoice from eMS.

eMS reviews the invoice to verify pricing, quantity and UOM before submitting a consolidated invoice to the Customer.

WHERE WE GO FROM HERE IS UP TO YOU.



# How can this benefit you?

- Reduce total cost and minimize waste.
- Streamline the process to procure indirect materials.
- Provide documentation and reporting.
- Drive standardization and continuous improvement.

## COST SAVINGS: PROCESS

**Customer:** PVC jacketed cables were shorting out 400 waffle irons due to excessive heat, extreme flexing requirements and incompatibility with vegetable oils. The customer was also seeking a quick disconnect in lieu of a hard wired design.

**eM Services:** A high temperature, armored ultra flex cable design was assembled with connectors by the Supplier's Value Added Center. Initial product trials resulted in 3x longer life versus the previous cable assembly. Contract pricing was also negotiated with the cord set manufacturer resulting in additional savings.

- Reduced the number of change outs = \$40,000
- Reduced the number of repairs = \$32,500
- Reduced usage = \$135,100

Time Required to Implement: 4 Month  
Cost to Implement: \$0  
**Projected Annual Savings: \$207,600**

## COST SAVINGS: SUBSTITUTION

**Customer:** The plant was currently using a 5,000 PSI hydraulic hose assembly and they were seeking a better overall solution. The annual usage was 384 feet.

**eM Services:** During the application survey by the Supplier, it was determined that the plant pressure was 1,800 PSI for hydraulics. The current hose assembly far exceeded the maximum pressure required. A substitute product was recommended as a replacement with a rating of 2,750 PSI. This product was also more flexible making it much easier to handle.

- Annual usage was 384 feet
- Resulted in a 70% price reduction

Time Required to Implement: 3 Month  
Cost to Implement: \$0  
**Projected Annual Savings: \$6,444**

## COST SAVINGS

## COST SAVINGS: PRICE

**Customer:** The current denim aprons had to be purchased in large quantity releases due to a custom design. Pricing was volatile and the lead time was 3-4 weeks.

**eM Services:** The apron was sourced to a new manufacturer who offered lower minimum releases, quicker delivery and 12 month contract pricing.

- Old Price = \$7.20 per apron
- New Price = \$4.62 per apron

Time Required to Implement: 1 Month  
Cost to Implement: \$0  
**Projected Annual Savings: \$4,768**

## COST SAVINGS: BEST PRACTICE

**Customer:** Several brands of janitorial products were being used across multiple sites. Each plant also had different styles of dispensers and many were in poor condition.

**eM Services:** Site surveys were conducted to identify the current products and assess need. Based on the results, a "Best Practice" uniform standard was established.

- Standardized roll towels, toilet paper, tissue, seat protectors, hand soap, air fresheners and dispensers
- Replaced dispensers as needed

Time Required to Implement: 3 Month  
Cost to Implement: \$500  
**Projected Annual Savings: \$24,385**





# CORE COMMODITIES & PRODUCT CATEGORIES

## INDUSTRIAL SUPPLIES

Cutting tools, Abrasives, Hand Tools, Power Tools, Measuring Tools, Aerosol Products, Air Tools, Bandsaw Blades, Brush/Wire Wheels, Clamps, Vises, Dust Collection, Fans, Fasteners, Files, Ladders, Lockers, Lubricants, Precision Tools, Shelving, Tape

## JANITORIAL SUPPLIES

Chemicals, Cleaning Tools, Paper Products, Dispensers, Odor Control, Skin Care, Personal Hygiene, Mops, Brooms, Brushes, Waste Receptacles, Can Liners, Food Service

## MATERIAL HANDLING

Conveyor Systems, Ergonomic Projects, Flow Rack Systems, Pallet Storage, Rack Systems, Plant Office Layouts, Portable In-plant Offices, Tool Crib Storage Systems

## OFFICE SUPPLIES

Office Suites, Furniture, Bookcases, Files, Tables, Paper, Pens, Pencils, Binders, Calculators, Calendars, Keyboards, Data Storage, Envelopes, Notebooks, Rubber bands, Rulers, Scissors, Shredders, Staplers

## PACKAGING SUPPLIES

Tape, Dispensers, Stretch Film, Boxes, Hand Trucks, Strapping, Mailers, Poly Bags, Tags & Labels, Plastic Pallets, Totes

## SAFETY SUPPLIES

Absorbents, Boots, Ergonomics, Eyewash/Showers, Fall Protection, First Aid, Gloves, Hearing Protection, Heat Stress, Lockout/Tagout, Matting, Rainwear, Respirators, Safety Cabinets, Safety Glasses, Signage, Skin Protection, Spill Containment

## POWER TRANSMISSION / BEARINGS

Bearings, Seals, Belting, Gears, Sprockets, Chain, Couplings, Linear Motion, Bushings, Sheaves, Conveyor Components, Motors, Speed Reducers, Clutches, Brakes, Locking Collars, Adhesives, Lubricants, Accessories



## ELECTRICAL PRODUCTS

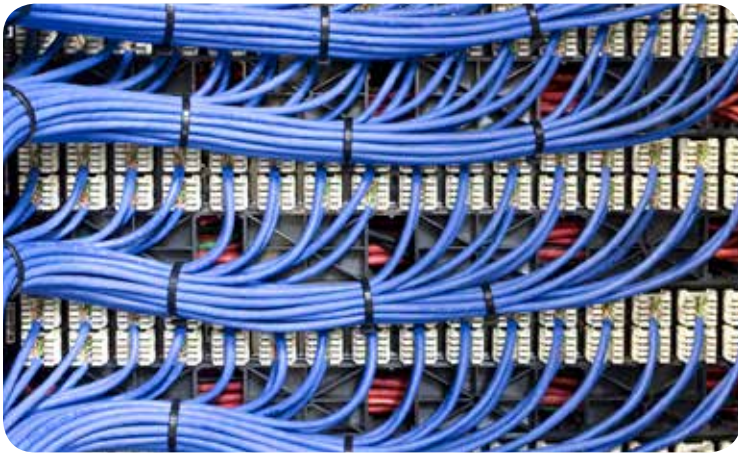
Power Distribution – Safety Switches, Bus Duct, Panel-boards, Switchboards, Transformers, Motor Control Centers, Variable Frequency Drives & Electric Motors, Fuses & Circuit Breakers, Enclosures & Boxes, Conduit & Structural Framing, Wire, Cord, Low & Medium Voltage Cable, Lighting Fixtures, Lamps & Ballasts, Wiring Devices, Voice – Data Products, Connectors, Fittings, Test & Measurement, Labeling &

Identification, Tools, Tapes, Cleaners, Lubricants, Dielectric Compounds, Batteries, Safety Products



**FILTRATION SERVICES**, HVAC Panel Air Filters, Liquid Process Filtration, Dust Collection, Compressed Air, Compressed Filtration, Reverse Osmosis, Hydraulic Filtration, Engine/Mobile & Lube Oil

**STEAM, CONDENSATE, HOT WATER PRODUCTS & SERVICE**, Steam System Products, Condensate Return Systems, Humidification, Hot Water Generation & Control, Heat Transfer, Steam and Water Coils, Steam and Air Filters, Steam and Energy Audits



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### **FACTORY AUTOMATION PRODUCTS, ELECTRICAL/ELECTRONIC**

Industrial & Process Control, PLCs and HMI, Software, Pressure & Flow, Part Identification & Inspection, RF & Barcode Products, Enclosures, Short Circuit Protection, Cables & Cords, Presence Sensing & Operator Safety, Network Products, Test & Measurement, Transformers & Power Quality, Energy Optimization & Monitoring, Labeling & Identification, Wire Management, Tools, Connectors, Component Repair and Engineering Services

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### **MOTION & CONTROL**

**Fluid Power:** Fluid Connectors, Hoses, Tubing, Pumps, Cylinders, Filtration Systems, Hydraulic Motors, Manifolds, Valves, Gauges & Meters, Lubrication Systems, Custom Power Units & Hose Assemblies **Pneumatic:** ISO Mount Valves, Solenoid Pneumatic Valves, Field Bus Systems, Pneumatic Cylinders, Pneumatic Slides, Filters, Regulators, Lubricators, Vacuum Components, Manifold Assemblies, Bellows, Grippers, Vacuum Cups, Automated Power Clamps, Weld & Tooling Slides, Screw Compressors, Compressed Air Piping, Air Dryers, Custom Panels & FRL Assemblies **Electrical/Mechanical:** Rotary and Linear Servo Motors, Servo Drives and Controls, Multi Axis Controllers, Stepper Drives & Controls, Stepper Motors, Human-Machine Interfaces, Variable Frequency Drives, AC/DC Drives, Gantry Systems, Cartesian Robots, Precision Ball Screw Tables, Belt Driven Linear Modules, Electric Cylinders, Planetary Gearheads, Rotary Tables & Direct Drive Systems



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**PIPES, VALVES & FITTINGS**, Fluid Sealing, Compression Packing, Expansion Joints, Mechanical Seals, Valve Packing, Gauges, Fire Protection, Sprinkler Heads & Devices, Process Equipment, Heat Exchangers, Mixers/Tanks, Pumps/Repair, Food & Pharmaceutical System Cleaning, Crimped & Welded Hose Assemblies, Pipe Cutting

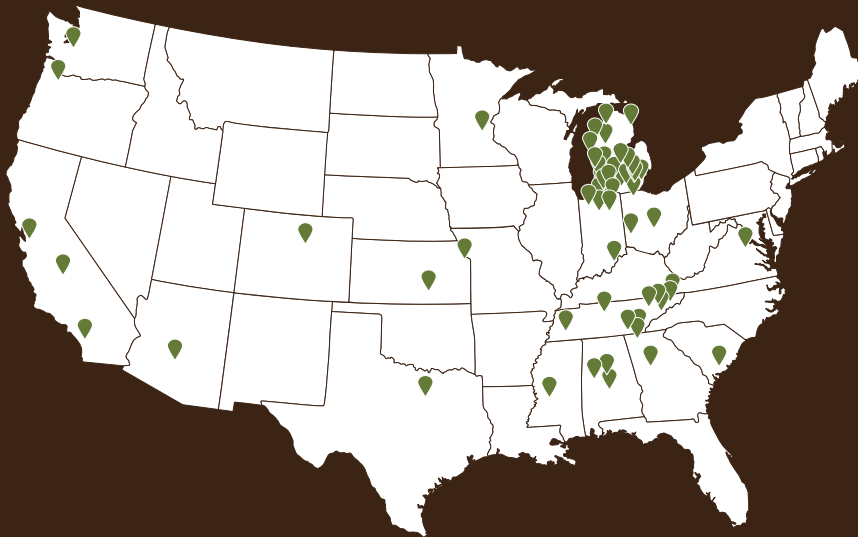
**INSTRUMENTATION**, Process Instrumentation & Control Products for Measurement, Recording and Control of Temperature, Pressure, Level, Flow & Analytical Measurements, Full Breadth of On/Off & Modulating Control Valves, Wireless Networks and Signal Conditioning, UL508A/698A Panel Fabrication, Field Service, Sizing and Selection Application Assistance

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## Strategic Supply Chain Partners:



6105 W St Joe Hwy, Suite 205 / Lansing, MI 48917  
800-655-5053 toll-free / 517-322-4175 direct / 517-322-9366 fax

[www.emservicellc.com](http://www.emservicellc.com)

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