

## eDataFlex® and Supplier Xchange™

### Trading Partner Connectivity

Everyone knows that we are in the midst of some of the most challenging economic conditions in decades and it goes without saying that we need to do more with less. Our contractor customers are finding that one way that they can improve their efficiency is by taking even greater advantage of our **Supplier Xchange** network. Our usage statistics bear this out quite clearly. In March, we experienced a:

- **19% increase** in the number of unique users
- **29% increase** in the number of projects submitted
- **21% increase** in the number of product items processed
- **81% increase** in the total value of projects estimated

Powerful numbers, and many of the over 2,700 distributor branch locations that are connected to **Supplier Xchange** are benefiting from this increased activity. After all, if you don't quote the project, it is difficult to earn the business.

#### Easier for Manufacturers, Easier for You

Over the past couple of years, many manufacturers and distributors have trimmed their staffs. Based upon feedback we've received, some distributors have noticed that some of their manufacturers appear to have fewer resources dedicated to providing pricing information. This creates problems in the quality of product / pricing data and the timeliness of the data.

At **Trade Service**, we make it easy for manufacturers. They just send us their information, in whatever format is easiest for them, and then we handle formatting the information to fit your computer system. The process is easy for them, which is why we have over 650 manufacturers providing us data. And because you receive the data ready to load, it's also easy for distributors.

With changes in the marketplace, we now service close to 1,300 distributors, or almost 45% of the industry. This group of companies represents over 75% of industry sales.

And we keep growing. Here are comments from some of our newest **eDataFlex** customers:

"We left **Trade Service** a few years ago to save money on what seemed like an equivalent service. Although the other service seemed to provide what we needed for a time, in the last year or so we started to notice more and more problems with missing and late data. Finally we came to the conclusion that the money we were saving on monthly fees was far outweighed by the cost of dealing with incomplete and untimely data. We are very pleased to be back to the reliability and quality of **Trade Service** and were surprised at the new service they now offer with net price handling.

-- A-D Member running Array

"The primary reason we left **Trade Service** was because we were told we could get all of our net pricing handled automatically. We had begun to receive a lot of net price files from our vendors and the concept of avoiding this very labor intensive effort was very appealing. Unfortunately, it turned out that the "industry-supported" solution did not help us at all with our net pricing, and to make matters worse the data downloads were missing a lot of the information we needed to make our Eclipse system work properly. We were never able to make the service work even though we hired a person specifically to try and work out the problems. Now we are back with **Trade Service** and things are running beautifully, and they process all of our net price files at no additional cost. We have also joined the **Supplier Xchange** network and are working with our top commercial customers to provide them with a valuable price quoting service that they deeply appreciate."

-- IMARK Member running Eclipse

"We totally supported the concept of IDEA from the beginning and love the IDX2 platform for our EDI process but the IDW just never developed into a solution that could replace **Trade Service** even though we tried very hard to make it work. We had hoped to get net pricing, attributed data, images, cut sheets, and long descriptions and although a few manufacturers supplied some of this, it was never complete enough to be of much use to us. Fortunately we never cancelled our **Trade Service** subscription and are now getting everything we need including the rich content for our web storefront, 100% coverage on our net pricing, and **Supplier Xchange**. I plan on continuing to use the IDX2 platform but **Trade Service** is giving me what I need in a content service."

-- Super Regional IMARK member running Eclipse.

For more information, please contact **Bob Stone** at 866-561-5942 or by [email](#).

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[Take a tour](#) **Supplier Xchange™**

[Take a tour](#) **TRA-SER<sup>®</sup>sx**

#### Keeping the Channel Connected

- 650 manufacturers
- 2,600,000 items
- 1,500 brands
- 1,110,000 items with images
- 800,000 items with technical attributes
- 1,200,000 items with catalog pages
- 150,000 additional items populated with image data each quarter (product & thumbnail images, catalog pages, install instructions, MSDS sheets)
- 50,000 new SKUs added per month
- 10 new manufacturers added per month (average)
- 2,750 distributor locations on **Supplier Xchange™**

#### Reaching Your Customer

- 20,000 contractor / government agency / institutional desktops