

Total Cost of Ownership: Maximizing our supplier value



Dollarize & measure the impact of your Total Cost of Ownership – know what you’re saving.

Assessing your Total Cost of Ownership (TCO) helps you make more informed decisions by looking at all direct and indirect costs associated with the overall cost of doing business. Gexpro can help you uncover savings opportunities and calculate the benefits for your business.

An interactive business resource.

Gexpro has developed our proprietary *Dollarization* Tool to quantify productivity gains and cost savings opportunities within your business.

The web-based *Dollarization* Tool is used for collecting data, tracking savings, sharing information and generating real time reporting. Through the tool, proposed savings opportunities are tracked against realized proven results and can help you uncover even greater savings. Gexpro will work with you to assign attributes, costs and parameters for savings calculations.

Maximize your TCO impact through:

- eCommerce transactions
- Energy savings
- Material handling
- Inventory reduction
- Kitting
- On-site inventory management
- Pre-fabrication
- Price reduction
- Product substitution
- Project standardization
- Reduced downtime
- Training
- Vendor consolidation

Non-product savings deliver the greatest business impact.

Only 20% of your TCO is tied to product cost. 80% is tied to procurement, receiving, handling, warehousing, assembly and other non-product related activities.

Gexpro commitment.

TCO impacts all areas of your business cycle. Contact your local Gexpro representative to begin collaboration on ways to improve your TCO. See how much more profitable you become when partnering with a solutions provider rather than just a product supplier.

For more information, contact your local branch, visit www.gexpro.com, or call 1-888-4-Gexpro information.

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Customer Name	YTD Status	YTD Total Sales	YTD Savings Total
MRO CONTRACT	●	\$28,880.00	\$865.53
MILITARY BASE	●	\$24,415.98	\$732.48
LOCAL CONTRACTOR	●	\$24,247.70	\$727.43
STEEL MILL	●	\$16,002.40	\$480.07
OIL REFINERY	●	\$15,637.41	\$469.12
RETAIL OUTLET	●	\$15,339.26	\$460.00
AUTOMOTIVE PLANT	●	\$14,912.88	\$432.09
TOT		\$138,990.60	\$4,166.72