

Supporting an Independent Distributor with services to keep pace with their client's demands and growth.

Independent Distributor: aprisa enterprises l.l.c. Phoenix, Arizona

When it's a good fit everyone benefits... and that's exactly what Aprisa Enterprises of Phoenix, Arizona discovered when they partnered with The Ampersand Group, a full service distributor support infrastructure company which provided Aprisa with complete technology, warehousing, fulfillment, P.O.D., procurement, customer service, and accounts payables/accounts receivables support for one of their clients.

Aprisa was able to meet the increased needs of their fast growing multi-site medical services client using the infrastructure of The Ampersand Group thus avoiding any initial set up costs, cost of goods expenditures, additional staff or training issues. The partnership between Aprisa and The Ampersand Group provided Aprisa the opportunity to focus on their clients needs and develop new sales opportunities without the worry of cash flow, technology and staffing issues.

Since the partnership between Aprisa and The Ampersand Group began, Aprisa has been able to help grow their client's field sites from 47 locations to 63 locations and increase the profitability of that client by 30%.

The implementation of this client to The Ampersand Group took place in less than 30 days. Inventory transfers, on-line ordering and custom web site creation, over 100 on-line items built with images and descriptions, over 200 users created and trained, all were accomplished within that time frame and set up online. In addition The Ampersand Group handles all Accounts Payable and Billing functions on behalf of Aprisa for this client. We bill everything in Aprisa's name and even support an 800 toll free number that is answered "Aprisa customer service". More than 120 shipments of necessary business forms and operating materials are currently fulfilled daily. Aprisa with its existing staff is now poised to bring on more high profile accounts and increase the service and product options to those accounts.

Creating a complete and comprehensive solution for the daily transactions and ordering process allows Aprisa to service all of their other clients and continue to develop new sales opportunities without the daily transactional worries of a high profile account. *Aprisa has been very successful in developing new sales which, in great part, is due to the fact that they are not tied down with additional expenses, staffing issues, or the day to day transaction intensive tasks now being handled by The Ampersand Group.*

The Ampersand Group is a network of Independent Distributors throughout the country who share one central infrastructure of Technology, Warehousing, Fulfillment, Manufacturing, Customer Service, Financial Strength.



BACK OFFICE ADMINISTRATION / AP • AR
ONLINE ORDERING / FULFILLMENT
WAREHOUSING / PROCUREMENT
CUSTOMER SERVICE SUPPORT
P.O.D. MANUFACTURING

A customized on-line ordering site.

