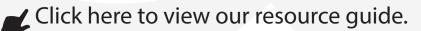# THE AMPERSAND GROUP KEY ADVANTAGES

1. Members retain independent distributorships with no geographic boundaries
2. Gross margin based fee structure which is tax deductible
3. Cash out of balance sheet freeing up money to grow
4. Reduce employee overhead
5. Ampersand is invisible to clients
6. Assistance with growth strategies, business planning, acquisition strategies & contract negotiations
7. Knowledgeable staff for assistance with sales growth needs (i.e. RFPs, client presentations, Company Store demos)
8. Library of marketing materials & case studies customizable with Members' logos reduces marketing expense
9. No dollar limit to order size
10. Facilitate all pre-payments
11. Preferred Vendor Program with no restrictions or penalties
12. Exposure to additional vendor sources
13. Automated accounting process with full transparency & extensive reporting
14. Quick turn on client invoicing
15. No Capital investment for software enhancements (over 200 enhancements to date)
16. State-of-the-art eCommerce Technology
    a. Only technology platform offering procurement solutions for Print, Promotional Products, Office Supplies and Digital Document Management through a single platform
    b. Fully integrated with order entry
    c. No product limits or restrictions on site
    d. Full access & flexibility for site changes 24/7/365
    e. No-cost Member branded Company Stores
    f. Low cost custom stores
    g. Robust purchasing functions with reporting
17. Best in Class Sourcing & Quotes Management Software
18. On-site warehousing services (shipping accuracy 99.6%)
19. Full inventory management & reporting
20. Membership to industry associations: PPAI, ASI, PSDA
21. Discounts towards SAGE & ESP
22. Membership to office products buying group
23. Order Entry efficiencies through system short-cuts & process
24. EDI (Electronic Data Interchange) & interface with Ariba at no additional charge
25. Electronic file cabinet provides access to order details from anywhere in the world & creates system backup
26. Sales tax collection & reporting in all 50 states
27. Remove the bad debt risk with Credit Insurance Program (recovers 90% of invoice total)
28. System manages commissions and royalty payments to clients at no additional cost
29. Cut off for commissions only 3 days allowing for greater commissions (paid out twice/month)
30. Simple contract with 30 day-out clause
31. Over 33 years' industry experience in Print, Promotional Products & Office Supplies

ECOMMERCE FEATURES

- Best in Class B2B e-Commerce
- Brand Management Control
- Business Intelligence
- Advanced Editor Features
- Digital Creation + Output
- Connected Systems
- Digital Distribution
- Spending Accounts
- Asset Library
- Dashboard Reporting
- Ad Re-sizer
- E-Flip Functionality

SOURCING & QUOTES MANAGEMENT FEATURES

- Manage Quotes, Projects & Suppliers
- Easy to Read Dashboard
- Robust Approval Rules
- Competitive Quoting
- Cost Savings Analysis
- Fully Integrated into Back Office
- No Annual Fee for the Software and Enhancements

Click here to view our resource guide.