



EPI MARKETING SERVICES:  
MANAGING DIRECT MATERIALS

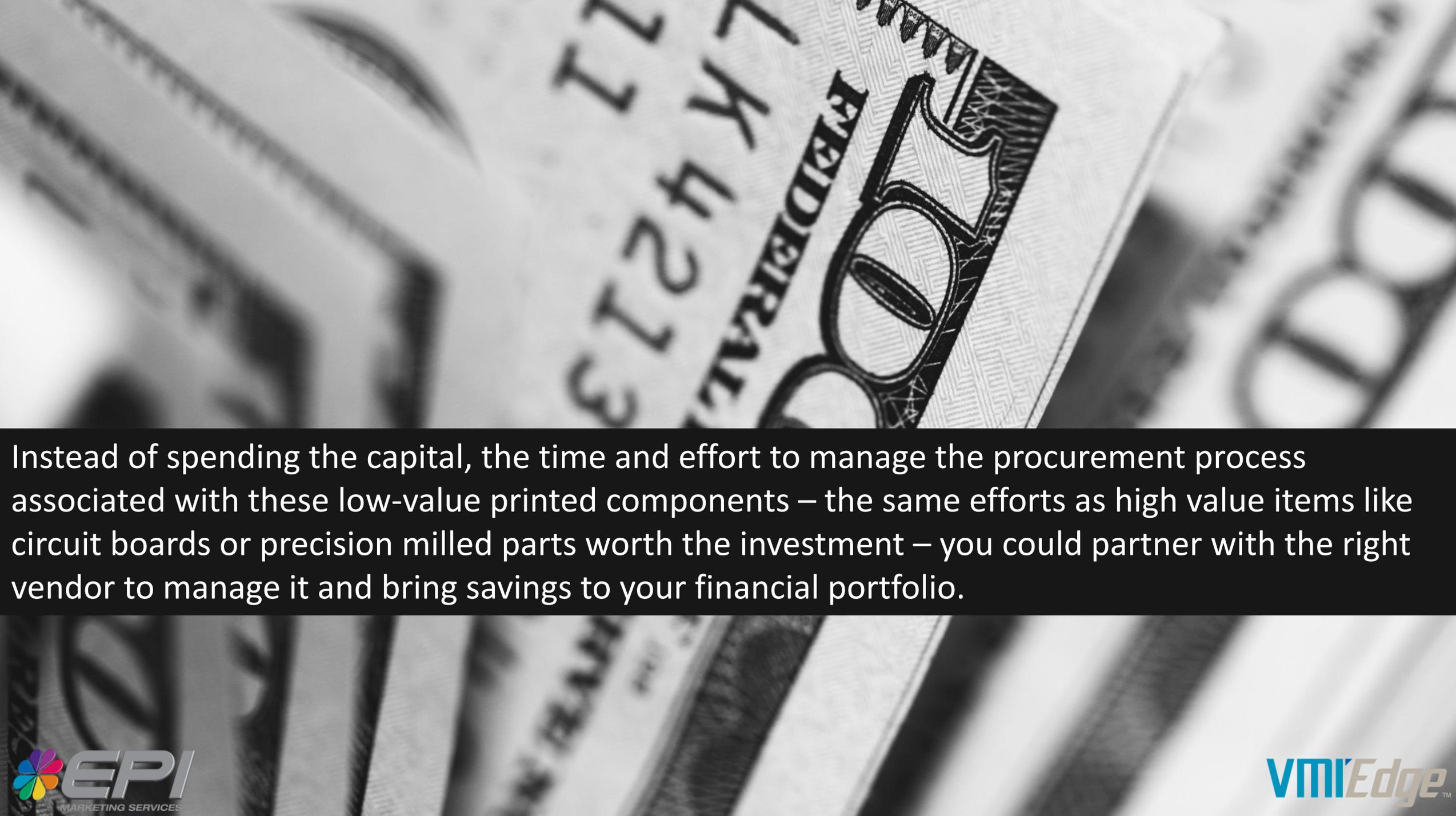
Throwing out obsolete printed materials is more than annoying.

## It's a cost your business doesn't need.

When you revise manuals, labels, cartons and inserts and have to destroy your stock, it hurts your bottom line.

That excess inventory you've just destroyed clutters valuable floor space that you could use for value-add manufacturing processes.





Instead of spending the capital, the time and effort to manage the procurement process associated with these low-value printed components – the same efforts as high value items like circuit boards or precision milled parts worth the investment – you could partner with the right vendor to manage it and bring savings to your financial portfolio.



*VMIEdge*, a solution from EPI Marketing Services, can technologically integrate with your business processes and systems, taking the place of a cumbersome person-to-person situation. Automate what can be automated so you can focus on your core business.

Printed materials are a critical component of your business. You can't ship the final product without it. They add real value to your product. You know that you must never be in a position where they can shut down your operation... so you're probably over-buying and holding surplus material.

You're giving this component more attention than is necessary. They're vital, but they're also the lowest cost component. You don't need them taking your time and eating up profits.

In short, you're giving these parts of your business more brain power and worry than you should.



Our Electronic Data Interchange (EDI) connects systems and puts automation to work to eliminate administrative efforts and costs.

We receive materials requirements plan directly out of your ERP system, providing us with the materials forecast and requirements by facility and by part. We then manufacture to your materials requirements plan. We will hold inventory where necessary on our floor and in turn deliver to your line just in time (JIT) and on a vendor-managed inventory (VMI) and consignment basis.



We deliver materials just when you need them. It's our job to ensure they arrive just when you need them per your requirements plan, not off of a daily call, purchase order or email exchange – that's cumbersome. Plus, you don't incur the cost until you actually consume it and it goes into your finished goods. Once that item is shipped out the door, we invoice you. We even streamline that process... rather than a 4-step process with a quote, a purchase order, a shipment and a receipt, we offer a blanket PO that's always there with our agreement in place that when you consume it, you pay for it.



# VMI Edge™

- ✓ Eliminate administrative costs.
- ✓ Eliminate inventory.
- ✓ Eliminate obsolescence.

That piece we deliver to you can be more than simple printed components like manuals. We can deliver the printed material kitted with subcomponents like extra washers and screws or spare parts and a tech sheet. This can all come together in one SKU so you can eliminate cumbersome SKUs, easing the inventory management process for your line and lowering costs. How expensive is it for your business to maintain each SKU?

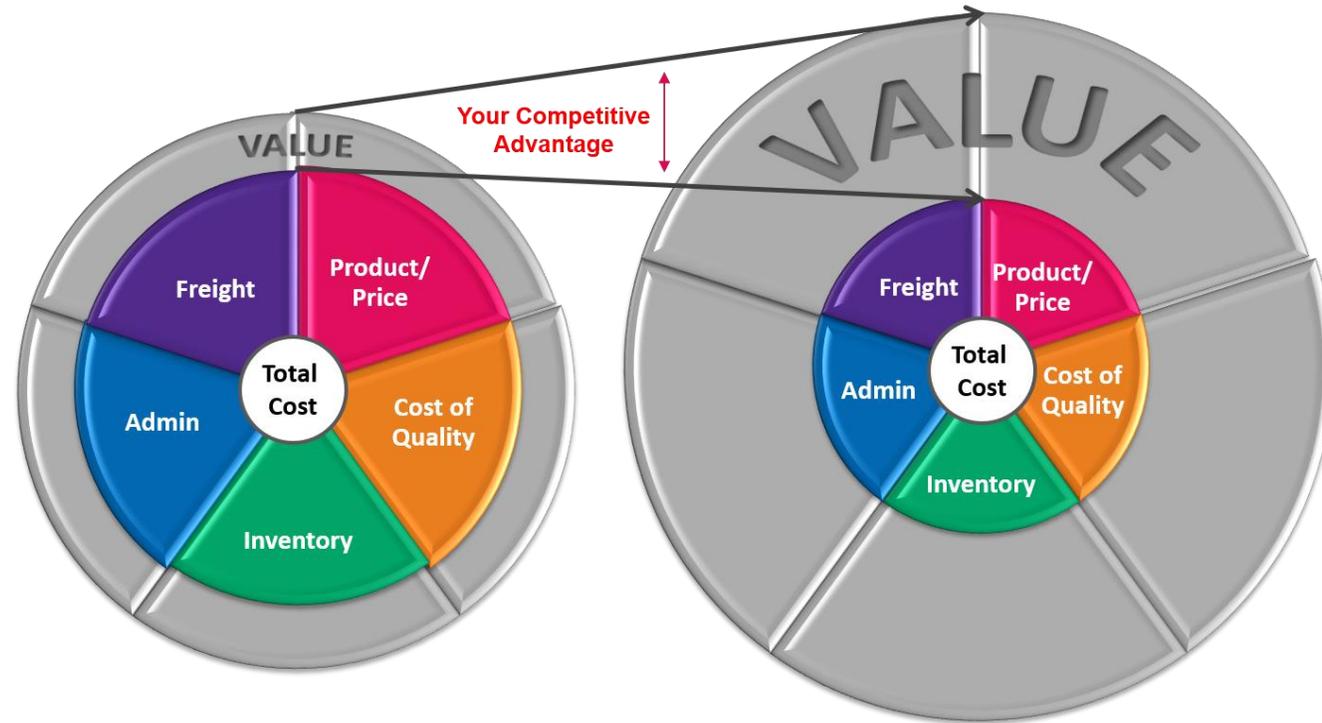
**A kitted product helps eliminate labor, reduce the number of SKUs and increase efficiency.**



# BONUS:

The same process for delivering technical publications and kitted final assembly components can also deliver needed materials like labels and folding carton packages.

# Total Cost of Ownership



Our commitment to our partners is continuous discovery of ways to lower your costs while increasing the value of our work together. We call this our Total Cost of Ownership. We will work in 6 categories to find innovative solutions, decrease cost and/or increase efficiency in order to bring true value to our relationship.

Administration. Price. Inventory. Quality. Packaging. Transportation.

# Total Cost of Ownership

Reduction of **administrative** efforts comes through the previously discussed efforts of kitting for you, our EDI system and better SKU management. We also continue to find solutions to your needs through technology and the best team in the industry.



## Total Cost of Ownership

To help manage and reduce **price**, we focus on this industry of print so you don't have to. We are able to get competitive pricing on raw materials through our volume and our partnerships, reducing your actual costs. With VMI and MRP forecast visibility, we're able to make strategic print material purchase decisions to further decrease your cost and increase your efficiency.



# Total Cost of Ownership

Reduction of **inventory** on your floor through VMI and consignment of our product will help manage your floor space better, freeing up valuable real estate for more valuable efforts.

# Total Cost of Ownership



By becoming a dedicated partner, we continue to explore ways to reduce the cost of **quality** through strategic initiatives in the right packaging for your needs, the right raw materials, specification changes, and logistics analysis.



# Total Cost of Ownership

We can help decrease costs in **packaging** with reusable dunnage and other creative ways to reduce the cost of packaging in your supply chain.

# Total Cost of Ownership



We integrate with your existing supply chain to help you manage **transportation**. We can join your existing milk run or vendor delivery network. We can also optimize the number of shipments by creating a hybrid approach between JIT and planned shipments, keeping your logistics and manufacturing efficient.

**VMI** *Edge*™

a solution by:

