

Building Business Products Sales Through Q-Power



e-Quantum Users Conference

Baltimore, MD

October 28, 2008



“7 Strategies For Reinventing Your Dealership”

Cover Story January 2008 Print
Solutions State of The Industry

What's Your Strategy?

“The Systems Specialist strategy that positions distributors
as business process improvement consultants”



Why Q-Power?

- Resources: Q-Power.net
- The power of many
 - Almost 100 Members and growing!
- Seven figure buying power with USSCo
- Four keystone vendors and adding more!
 - Norwood
 - USSCo
 - Prime Time Sporting Goods
 - Kids and Classrooms



Why Q-Power?

- Vendor pricing is based on sales of the Group
- Marketing resources to help your business grow
 - New end user presentation focused on procurement process management
 - Customizable marketing materials
 - Vendor catalogs from Norwood and USSCo available in ones and twos as open inventory



The True “Power”

- All Q-Power distributors are linked by a common operating platform
 - Our systems and our businesses are connected
 - Many large companies cannot make this claim
- Q-Net allows for an integrated purchase order
- JumpCart personal bar code scanner is integrated with Q-Net



Internet Retailer Fast Facts

- Staples: #2
 - Average order size: \$325
 - 27% of all sales come through website
 - \$4.9B @ 29% growth
- Office Depot: #3
 - Average order size: \$412
 - 29% of all sales come through website
 - \$4.3B @ 13% growth
- OfficeMax: #6
 - Average order size: \$425
 - 32% of all sales come through website
 - \$2.8B @ 11% growth
- Office Products was 14.7% of total 2007 internet sales

Why Do Your Customers Use Your B2B Website?

- To place orders, obviously
 - What kind and of what product?
 - Do they order all your categories or just some?
- What other reasons do your customers have to come to your website in between orders?
- What other reference or useful resources are available at your site that the end-user will find useful?
- Is it easy to navigate? Or, do you make your customers think too much...?
- How easy is it to use your e-commerce solution?
 - Is it intuitive? i.e. ***does it know your customer?***
 - Does it anticipate the customer's needs and questions?

Factors Affecting Order Profitability: Web-Placed Orders Are Most Profitable

- **Order size**
 - Making more of your company's product categories available for each purchase order
 - Catalog browsing among categories to place on one PO
- **Line value**
 - Inks and toners and tech products
 - High margin dollars/ low freight costs
- **Cost to process order**
 - Extreme automation results with low cost to serve and high net profitability
- **Returns** are extremely low



Bring Customers To Your Website with News and Offers...

- Newsletters that focus on relevant activities or solutions for the customer
- Use monthly give-always to increase interest and gather new names
- Upload manufacturer rebates
- Begin to understand who clicks on what
 - Traceable links
 - Personalized landing pages embedded within your website: microsites for pURLs
- Instantly email leads to sales people

PPM: The Process Pie

Market to solutions for consumer procurement process on your website



What Have You Done for My Procurement Process Lately?

- Buying office products is merely a transaction
 - So, make it easy and efficient!
- Finding the product (search your catalog)
- Locating the vendor (that's you!)
- Pricing the PO (I need to know my price!)
- Placing an order (NOT calling the rep)

What Have You Done for Me Lately? (cont'd)

- Receiving the product when I need it (3-5 pm is not next day)
- Distributing to my cost centers (or, let Tony on the dock do it...!)
- Charging-back so I can budget (where's all the money go?)
- Paying for the stuff (I'll pay you only if I can figure out your invoices)

Recognized Expense Vs. Unrecognized Cost

**ABC COMPANY, INC.
PROFIT & LOSS STATEMENT
FOR THE YEAR ENDING DECEMBER 31**

REVENUES

Sales	\$5,500,000	
Cost of Goods Sold	<u>3,000,000</u>	
Gross Profit		\$ 2,500,000

EXPENSES

Employee Salaries & Benefits	1,480,000	← How much of this expense
Rent	200,000	↘ is an unrecognized cost of procurement that really belongs down here?
Professional Services	60,000	
Vehicles	70,000	
Depreciation of Vehicles	70,000	
Maintenance	40,000	
Travel & Entertainment	50,000	
Telephone	70,000	
Computer Leasing	120,000	
Uncollectible Accounts	40,000	
Utilities	40,000	
Property Tax	20,000	
Other Taxes & Licenses	20,000	
Non-critical Supplies:		
Office Supplies		
Furniture		
Printing		
Computer Supplies		
Facilities Supplies		
Total Non-Critical Supplies	<u>120,000</u>	
Total Expenses		<u>2,400,000</u>

PROFIT (LOSS)

\$ 100,000

How much do non-critical supplies really "cost" your company?

Procurement process costs are part of employee expenses.

They shouldn't be...



What Is the Strategy?

- Bring value: help the customer's pain
- Present a PPM-type solution presentation to the
 - PPM = Procurement Process Management
- Initiate a Discovery Project that allows Client and the Distributor to go through a process together to identify where and how much soft costs are
 - Includes signing a non-disclosure agreement
- Provide a summary report that states potential savings
 - Outline conversion process timeline to realize cost savings



Outline of The *Discovery Process*

PART 1 – THE PROBLEM

A brief look at the procurement problems you face
and high supply costs that can drain your profit

PART 2 – THE SOLUTION

A demonstration of how you will be provided
a comprehensive, innovative solution
through the (YOUR PROCUREMENT SYSTEM BRAND)
Program

An explanation of (YOUR PROCUREMENT SYSTEM BRAND)
singular benefits through (Name of Your System™)
and examples of how its use will improve
your bottom line

An examination of how (YOUR PROCUREMENT SYSTEM
BRAND)
is implemented to work specifically for you
and your individual needs

PART 3 – SUMMARY

A quick recap of the program and what it will do for you



JumpCart: Ultimate PPM

Simple Ordering

Inventory Management

Custom Catalogs

Vendor Managed Inventory

Proof of Delivery

Connections to Your Systems

jumpcart Solutions

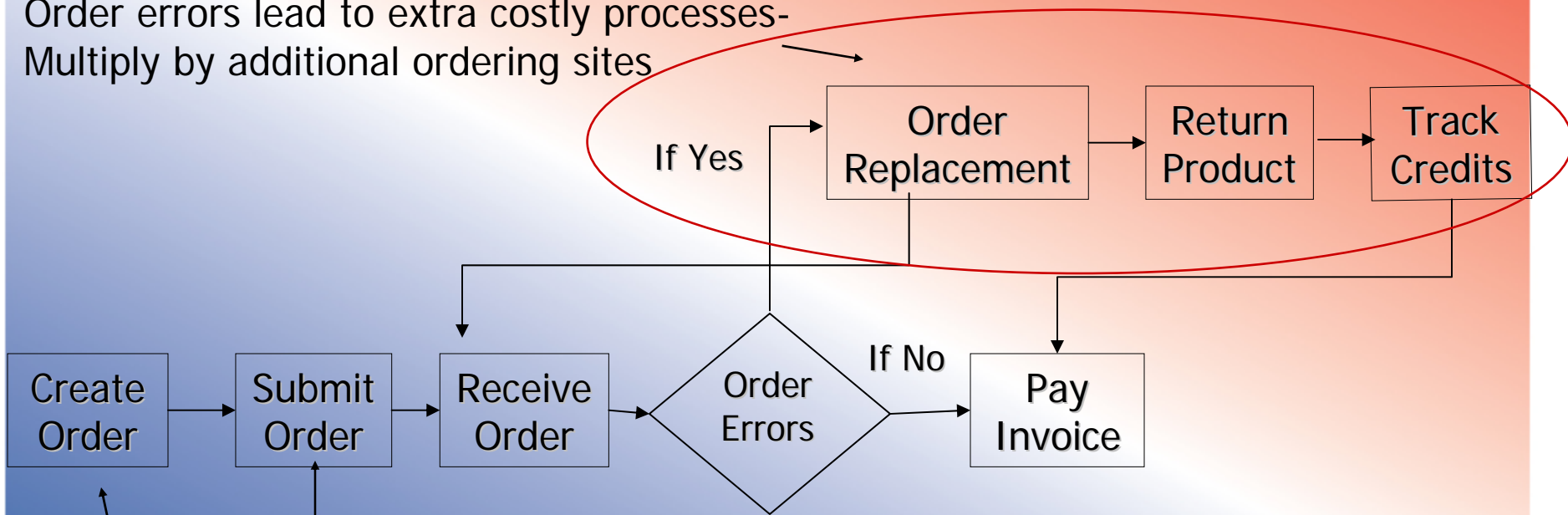
jumpcart
Ordering Made Simple.

Save time placing orders
Reduce "Maverick Spending"
Cut Inventory Costs

- Streamlines “Requisition to Order” process
- Focuses directly on lowering procurement costs
 - provides a procurement process improvement-solution
- Scan/ Dock/ Order
- Already integrated for e-Quantum Users
- JumpCart will create and assign bar codes for *any* of your products!
 - Create a catalog on demand

Requisition-to-Order Process

Order errors lead to extra costly processes-
Multiply by additional ordering sites

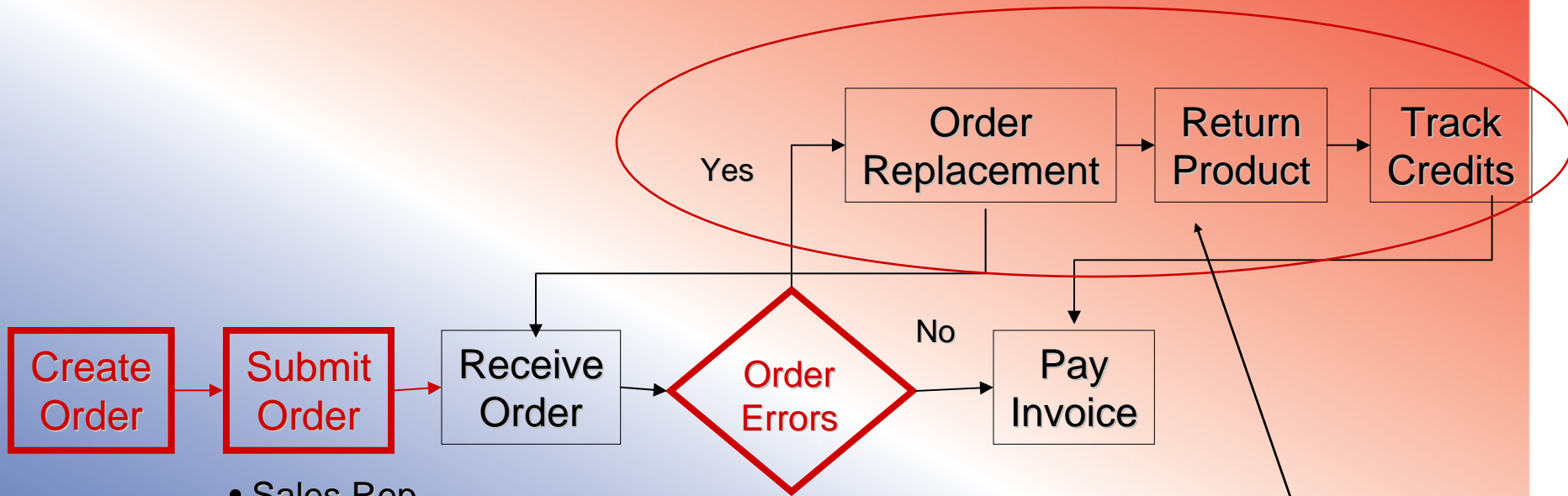


- Sales Rep
- Web Site
- Customer Service

**Cost of Purchase Order
\$50.00 to \$150.00**

How many different ways
does your company use?

The Distributor Sell Focus



- Sales Rep
- Web Site
- Customer Service

The scanner replaces all of these



And, eliminates these costly redundant processes!

Streamlines your backend ordering processes by eliminating costly order errors (in red)



The Process



Scan Items
to be Ordered



Plug Scanner
into USB Port



Instantly pulls up &
populates your
website shopping cart!

Simple, Fast, Accurate!



Web Marketing: How Can We Help Reduce Your Procurement Costs?



Private Client Login

Procurement Solutions

Overview [Rewards Center](#) [Email Promotions](#) [Order Logging](#)

At Chesapeake we believe in partnering with our clients in order to streamline their procurement process. We begin by reviewing the procurement process in depth with the customer. Using our Online Order Program, we will provide solutions which simplify the order process and gain control of both hard and soft dollar costs.

Our Online Order Platform typically display some of the following trade:

- A management team which embraces supplier partnerships
- A management team needing to maintain control of the purchase of everyday items while at the same time controlling their costs
- A client requiring access to budget reports for all users
- Clients with multiple using locations
- Clients open to considering the purchase of multiple items on one purchase order

• "Price is what you pay for the product"

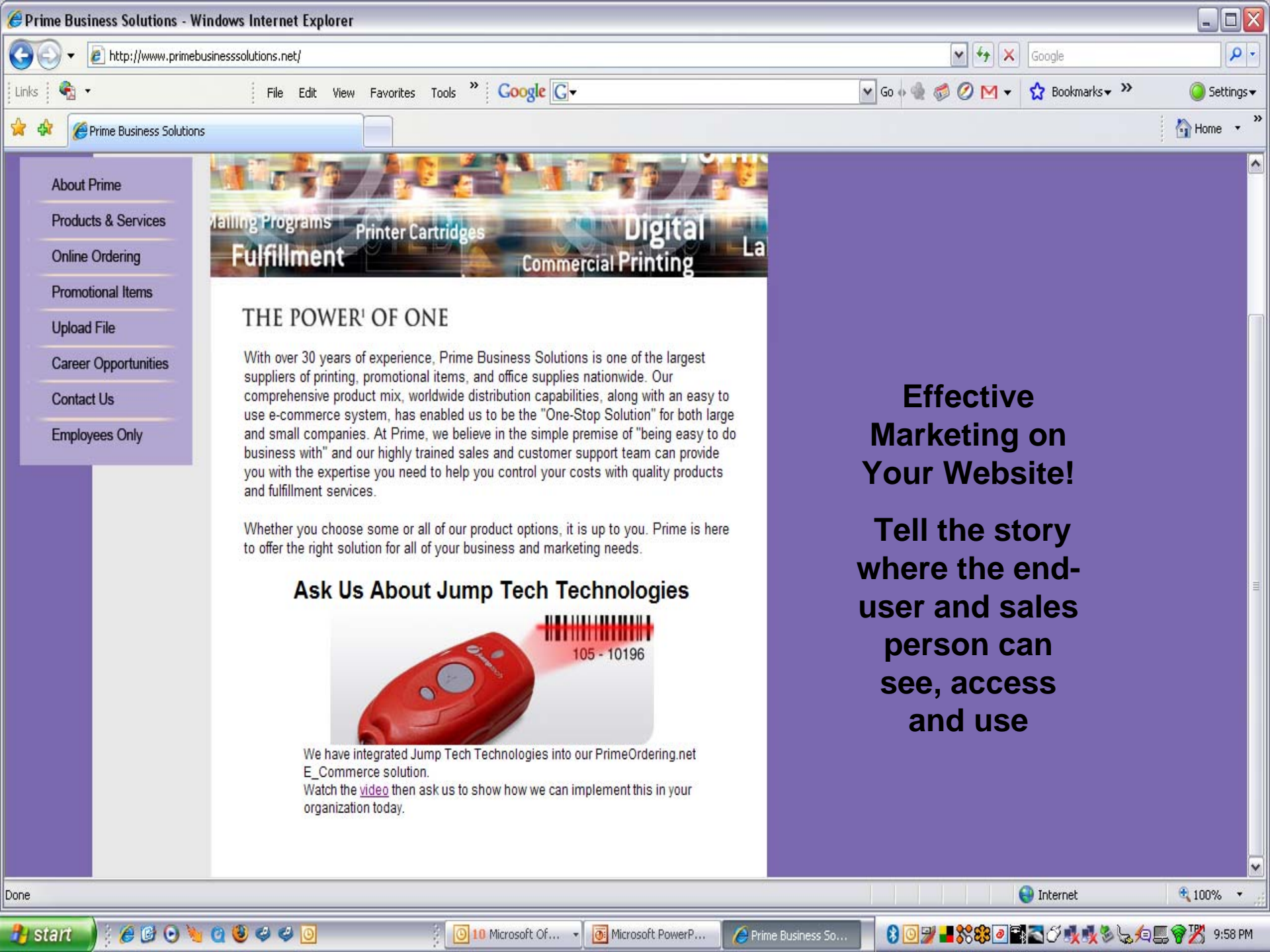
• "Cost is what you add to price for the time invested in each step of your procurement process"

How many vendors do you currently use to purchase the following products?

- Business Forms Advertising Specialties Promotional Products
- Corporate Apparel Uniforms Basic Office Supplies Basic Office Furniture
- Computer Supplies (ink & toner) Paper Products Janitorial Sanitary Supplies
- Food Services and Breakroom Supplies Commercial Printing

- Click on your webpage to find out how we can reduce your buying processes for many vendors
- How many of these processes can you identify in your company?
- What are your costs? Don't know? Let us help you **Discover** what they are...





About Prime

Products & Services

Online Ordering

Promotional Items

Upload File

Career Opportunities

Contact Us

Employees Only



THE POWER! OF ONE

With over 30 years of experience, Prime Business Solutions is one of the largest suppliers of printing, promotional items, and office supplies nationwide. Our comprehensive product mix, worldwide distribution capabilities, along with an easy to use e-commerce system, has enabled us to be the "One-Stop Solution" for both large and small companies. At Prime, we believe in the simple premise of "being easy to do business with" and our highly trained sales and customer support team can provide you with the expertise you need to help you control your costs with quality products and fulfillment services.

Whether you choose some or all of our product options, it is up to you. Prime is here to offer the right solution for all of your business and marketing needs.

Ask Us About Jump Tech Technologies



We have integrated Jump Tech Technologies into our PrimeOrdering.net E_Commerce solution. Watch the [video](#) then ask us to show how we can implement this in your organization today.

**Effective
Marketing on
Your Website!**

**Tell the story
where the end-
user and sales
person can
see, access
and use**

Catalog On Demand (CoD) from JumpTech

ALL consumables shown as an integrated catalog offering

Corporate Advertising Products, cont'd

Travelers Coffee Mug Set

- Stainless steel .5 liter vacuum bottle, tumbler and mug gift set
- Imprint includes 4-color imprint and logo
- Minimum 25 sets
- Price breaks @ 50, 100, 250



SKU	Description	UOM	JumpCode®
AD689	We have packed our popular 17 oz. (.50 liter) stainless steel vacuum insulated thermal bottle with our budget stainless steel, 16 oz. travel mug and 14 oz. tumbler as a special gift set. The set is packed lightly in a die cut corrugated presentation.	25/ST	

Custom Labels

Allow 2-3 days lead time for shipment

UPC Bar Code Label

- Custom 2-color imprint plus logo
- 50 Labels per sheet
- 100 sheets per carton



SKU	Description	UOM	JumpCode®
G1989	Label Size: 1.5" x 1" Overall Size: 8.5" x 11" Color: White Spec Sheet	CT	

Custom Printed Forms-Financial

Allow 2-3 day lead time

Deposit Bags

- Meets all Federal Reserve Guidelines
- 9" x 12" Clear
- 100/PK, 5PK/CTN



SKU	Description	UOM	JumpCode®
G73709C	Bags offer a very high level of security and tamper-evidence, while providing the easiest to seal closure in the industry. The "VOID" evident closure immediately activates when attacked with all known methods of tampering.	CT	

Custom Printed Forms-Financial, cont'd

Transfer Coin Bags

- Meets all Federal Reserve Guidelines
- 13" x 22" Clear
- 100/PK, 5PK/CTN



SKU	Description	UOM	JumpCode®
1107391219C	Bags provide the first real alternative to canvas coin bags. Are designed for simple, one-time use with safety and strength in mind. Eliminates lost tags, seals, crimpers, and bag return expenses. Resists tampering. Specially formulated for strength	CT	

Custom Printed Forms-Medical

Patient Wrist Bands

- Easy wristband fastening method streamlines workflow
- Comfortably fits adult patients
- Patented self-laminating seal is water and alcohol resistant
- 20 bands per pack
- Price break @ 15 and 20 packs



SKU	Description	UOM	JumpCode®
LB2	One LaserBand® product, the LB 2-Adult-L3 enhanced closure adult wristband with 20 labels, prints patient information (including bar codes) on the wristband and chart labels at the same time. Minimum 10 packs.	10/PK	

Prescription pads

- Tamper Proof Prescriptions
- Meet State of California Guidelines
- 4-line imprint with no logo
- Price breaks @ 12, 24, 40 pads



SKU	Description	UOM	JumpCode®
PP200	Singles (1-Part), 100 Rc / pad, chemical sensitive substrate, NaNOcopy VOID pantograph, touchSAFE thermochromic Seal, CA, Watermark	8/PD	



QTY003



QTY004



QTY005

3



QTY010



QTY012

Corporate Advertising Products, Custom Labels, Custom Printed ...



Who Are your Target Accounts?

- How do build \$250,000 new sales in one year?
 - One, \$20,800/month account
 - Five, \$4,200/month accounts
 - Ten, \$2,100/month accounts
- Your goals should be the latter. Why?
 - Higher profitability
 - Less cost to serve
 - Easier to convert
 - Less risk spread over greater sales base
 - More appreciative of a procurement cost message
 - They already know about price

Profile Your Customer For Success

Business Products Procurement Survey For:

XYZ Company

Company Name: _____ Phone Number: _____

Address: _____ Fax Number: _____

Contact Person: _____ Email Address: _____

1. Where do you currently buy your business products? For example, Office supplies, meeting room supplies, computer supplies, cut sheet paper, food and beverage and janitorial supplies?
Staples Retail _____ Office Max _____ Office Depot _____ Mail Order _____ Costco _____
Local Office Supply Dealer _____ CorpEx _____ Staples/ Office Depot Contract _____ Other _____
2. Are you happy with your current office products supplier? Yes _____ No _____
If not, why? _____
3. If you could change one thing about your supplier, what would it be? Example (billing, placing orders, receiving).

4. Does your company have a purchasing department? Or do individuals make their own purchases?
5. How many office people are in your company?
1-10 _____ 11-19 _____ 20-29 _____ 30-39 _____ 40-49 _____ 50-100 _____ > 100 _____
6. How do you place your orders? Internet _____ Phone _____ Fax _____ Walk-inRetail _____
Combination _____
7. How frequently do you place business products order?
8. How are your orders delivered to your company? UPS _____ Postal Service _____
Federal Express _____ Other (e.g. controlled delivery) _____
9. How many vendors does your company have in the office supply expense category and how many checks does your company write each month to pay for that expense category?
10. How do you pay for your Companies supplies? Credit card _____ Company check _____ Monthly Statement _____
11. Does your company receive monthly summary billing or cost center budget reports? If not, how could your company use these reports?
12. What are your payment terms with your current supplier? Do you receive monthly rebates?
13. Is reducing the cost & streamlining processes for consumables procurement important to your company?
Why? _____ Why Not? _____
14. How is next day delivery defined for your company? Is it important?
15. Do you have multiple locations that need to be served? How many which states?

**This Form is available
on Q-Power.net**



New! Member End-User Presentation



QPower Distributor Name Here

The Strategic Piece for Your Business
Integrated Purchasing Made Simple

Presented to:

End-User Corporation



Thank You For Your Time!

and

Visit www.q-power.net often



What's New? Q-Power.net Website Enhancements!



Q-Power The power of purchasing is now in your hands.

[Home](#)
[About](#)
[Contact Us](#)
[JumpCart and Q-Net](#)
[F. A. Q.](#)
[Membership](#)
[Online Webinars](#)
[Services](#)
[Support](#)
[Vendors](#)
[Members Only](#)

Q-Power

Strength is in number and Q-Power is gathering premier distributors together for the sole purpose of enhancing both the ease of use and cost efficiencies experienced when the collective efforts of their group are directed toward lowering cost of goods and increasing profit margins. The choice is in your hands to experience the collective buying power of Q-Power.

e-QuantumPower, Inc.

Effectively Compete

Whats New At Q-Power?
E.Q.P Pricing
@
NORWOOD
Innovation & Service, Delivered™

Lower Expenses
Get Buying Group pricing and streamlined procurement channels.

Increase Profits
Service new and existing clients with more product offerings at competitive prices.

Compete
With lower cost of goods and increased Sales

Copyright 2008 - e-Quantum Power, Inc - www.q-power.net

Internet 100%



USSCo Q-Power Web Page: Newly Revised and Updated!

Q-Power The power of purchasing is now in your hands.

UNITED STATIONERS

2009 USSCo Catalog Ordering Page

Download Documents, Marketing Material and Presentation Material to customize to your distributorship:

Download USSCo Reseller Power Point Presentation Overview
This Power Point gives you an overview of United Stationers, The Market Place, Anticipated Margins, etc.

This presentation is directed to members that want to learn more about the Office Supply Market and what it can offer you as a additional product line
To download this presentation, **RIGHT CLICK** on the link above and **SAVE TARGET AS** to save document to your computer.

Download USSCo End User Power Point Presentation
This Power Point is designed for you to replace the Qpower Logo with your own logo and use for your clients to introduce the Office Supply Industry and talk specifically to the opportunity to reduce the clients cost of business by utilizing your Q-net software as the "One Stop Shop" for printing and office supplies.

This presentation is directed for you to present to your clients
To download this presentation, **RIGHT CLICK** on the link above and **SAVE TARGET AS** to save document to your computer.

Download USSCo PaperRap Power Point Presentation
Learn what is available from USSCo regarding selling Paper. How to find alternatives, Learn about truckload and 5 pallet programs, Private Label and what resources are available for you by United Stationers.

This presentation is directed toward interal staff to learn about the function and capabilities of PaperRap

2009
Marketing
Materials
Overview

Brand New
End-User
Presentation!



USSCo File Downloads



Q-Power The power of purchasing is now in your hands.

[Home](#)

MEMBERS ONLY - 2009 USSCo Catalog Ordering Page

Q-Power

2009 USSCo Catalog File Downloads

Below is a listing of files that you can use to help with your 2009 (2008) catalog selections. These catalogs are the programs that QPower is supporting with open stock. We also feel these are the best programs available to grow your office products vertical market business. However, you can order any imprinted USSCo marketing materials through QPower and still get a discount. Click here to review or download the 2009 Marketing Brochure below. **To download the file to your local system, "Right Click" and select "Save Target As"**.

[2009 Catalog Cover Choices](#) [2009 Catalog/Flyers Price Sheet](#)

Select 2009 USSCo Catalog Imprinted Order Forms here:

[General Line Catalog Order Form](#) [2009 Qpower USSCo Catalog survey](#)
[JumpTech Catalog Order Form](#)
[Green Catalog Order Form](#)
[Stuff For Your School Order Form](#)
[Mid-Market Office Furniture Order Form](#)

[2009 Marketing Program Brochure](#)

PLEASE NOTE: This file is LARGE, be patient when trying to access it. It is recommended that you **SAVE** this file to you local machine and open it their rather than opening it up on the web.

For help and assistance with ordering your **CUSTOM IMPRINTED** Catalogs Contact Your primary contact(s) will be:

Internet 100%



Q-Power Marketing Materials: Ordering Page

Q-Power The power of purchasing is now in your hands.

HOME BROWSE CATALOG EMAIL US LOGOUT

View Cart

You have 1 item in shopping cart

2008 Catalog

Jumpcart Catalog

QPOWER

- [2008 Catalog](#)
- [Furniture](#)
- [Going Green](#)
- [JanSan](#)
- [JumpCart Catalogs](#)
- [Marketing Materials](#)
- [Norwood Catalogs](#)
- [Office Products](#)
- [Paper](#)
- [Technology](#)
- [Search](#)

Store Home

Internet 100%



USSCo Catalog Ordering Page

Q-POWER The power of purchasing is now in your hands.

HOME BROWSE CATALOG EMAIL US LOGOUT

QPOWER

- [2008 Catalog](#)
- [Furniture](#)
- [Going Green](#)
- [JanSan](#)
- [JumpCart Catalogs](#)
- [Marketing Materials](#)
- [Hardwood Catalogs](#)
- [Office Products](#)
- [Paper](#)
- [Technology](#)
- [Search](#)

Your Catalog (2008 Catalog)

Show Details

You have 1 item in shopping cart

Qty	ItemID	Description	OrderUnit	Inventory	Price
<input type="text"/>	2008-OFFSUP	USSCo General Line Catalog	EA/1	67	\$4.00

Biggest Book of Business

2008 General Line Catalog with consumer pricing indicated.

This is the LARGE thick catalog with over 30,000 items.

This item has the QPower Logo on it and has room for you to apply your custom label.

[\[Enlarge Photo\]](#)

Page 1 of 1 (1 Items)

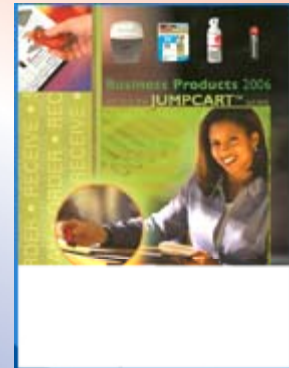
powered by **Qnet**

**2009
JumpCart
Catalogs:
order as
you need
them**

**Free selection of USSCo OP
category marketing pieces!
We've made it easy for you!**

**2008-2009 Consumer
GLC Order
as many as you need at
a lower price than
you'd get direct with
USSCO!**





Universal Sample Kits In Stock!



UNV-08SMKIT
\$1.00



UNV-08MEDKIT
\$2.50



UNV-08LGKIT
\$5.00

**Order online and
as many as you need!
All 3 sizes available!**

**A Great way to get OP
samples in front
of your customers!**

**Use for Shows and
Conferences!**

Kits available to Members at Half Off of List Price!



Innovera Marketing

The screenshot displays the Q-Power website interface. At the top, the logo features a hand holding a pen over a document, with the text "Q-Power The power of purchasing is now in your hands." Below the logo is a navigation bar with links for HOME, BROWSE CATALOG, EMAIL US, and LOGOUT. A "View Cart" button is located in the top right corner of the main content area.

The main content area is titled "Your Catalog (Technology)" and contains a table of items. The table has columns for Qty, ItemID, Description, OrderUnit, Inventory, and Price. Two items are listed:

Qty	ItemID	Description	OrderUnit	Inventory	Price
<input type="checkbox"/>	INN_TONER1_AD	Innovera General Toner-1 Maketing Material Customizable Innovera General Toner Ad (Version 1). This is an EDITABLE PDF . To add YOUR information. Click Here to Customize You can insert YOUR Name and YOUR Contact Information on the bottom left of this flyer. You can then PRINT LOCALLY from your Acrobat Reader to your local desktop printer.	EA/1		
<input type="checkbox"/>	INN_TONER2_AD	Innovera General Toner-2 Maketing Material Customizable Innovera General Toner Ad (Veraion 2). This is an EDITABLE PDF . To add YOUR information. Click Here to Customize You can insert YOUR Name and YOUR Contact Information on the bottom left of this flyer. You can then PRINT LOCALLY from your Acrobat Reader to your local desktop printer.	EA/1		

Below the table, there is an "Add To Cart" button and a page indicator "Page 1 of 1 (2 Items)".

On the left side of the page, there is a sidebar with a "QPOWER" section containing links to various categories: 2008 Catalog, Furniture, Going Green, JanSan, JumpCart Catalogs, Marketing Materials, Norwood Catalogs, Office Products, Paper, Technology, and Search. Below this is a "Prime Time SPORTING GOODS" logo.

At the bottom of the page, it says "powered by Qnet". The browser's address bar shows "Internet" and the zoom level is set to "100%".



Can Be Instantly Customized From The Internet.



DESPERATELY SEEKING COMPATIBILITY.

Thrifty, hardworking laser printer seeks toner with smooth even disposition for long term relationship. Must enjoy complex spreadsheets, endless PowerPoint decks, and long leisurely reports. Should be comfortable in color, black, white and all shades of grey.

GET THE COMPATIBILITY YOU NEED AT A PRICE YOU WILL LOVE.

With over 400 laser imaging products, we have infrared toner supplies that are compatible with nearly every printer, copier or fax machine out there. Get the performance you expect at a lower price.

SAME PERFORMANCE AT A BETTER PRICE: IT'S A MATCH MADE IN HEAVEN.

To find your perfect laser match call:
Insert name here.
Insert contact information here.



All Innovera products come with a 100% guarantee and a 1-year warranty.

innovera
CORPORATION

COMPATIBLE EQUIPMENT,
NOT BY COMMITMENT.

Q-Power

JanSan Category Marketing Materials

Q-POWER The power of purchasing is now in your hands.

HOME BROWSE CATALOG EMAIL US LOGOUT

QPOWER

- [2008 Catalog](#)
- [Furniture](#)
- [Going Green](#)
- [JanSan](#)
- [JumpCart Catalogs](#)
- [Marketing Materials](#)
- [Norwood Catalogs](#)
- [Office Products](#)
- [Paper](#)
- [Technology](#)
- [Search](#)

Your Catalog (JanSan)

Show Details

You have 1 Item in shopping cart

Qty	ItemID	Description	OrderUnit	Inventory Price
<input type="text" value=""/>	JANSANLINE	List of JanSan categories You can edit this pdf with your contact info! Simply click on the image then use the text tool to change the contact information. Now you can use this ad anyway you like!	EA/1	
<input type="text" value=""/>	JANSANMOSTWANTE	JanSan promo most popular items You can edit this pdf with your contact info! Simply click on the image then use the text tool to change the contact information. Now you can use this ad anyway you like!	EA/1	
<input type="text" value=""/>	WORPLACEWELL	Sanitize, disinfect & protect ad You can edit this pdf with your contact info! Simply click on the image then use the text tool to change the contact information. Now you can use this ad anyway you like!	EA/1	

200 in cart

[\[Enlarge Photo\]](#)

[\[Enlarge Photo\]](#)

[\[Enlarge Photo\]](#)

Done Internet 100%



“Going Green” Marketing Materials

The screenshot displays the Q-Power website interface. At the top, the Q-Power logo is accompanied by the tagline "The power of purchasing is now in your hands." Below this is a navigation bar with links for HOME, BROWSE CATALOG, EMAIL US, and LOGOUT. A search icon is visible in the top right corner.

The main content area is titled "Your Catalog (Going Green)" and includes a "View Cart" button. A notification states "You have 1 item in shopping cart". Below this is a table listing items:

Qty	ItemID	Description	OrderUnit	Inventory	Price
<input type="text"/>	GREENKCUPS	Green mountain coffee brand marketing You can edit this pdf with your contact info! Simply click on the image then use the text tool to change the contact information. Now you can use this ad anyway you like!	EA/1		
<input type="text"/>	GREENPROMO	Green marketing ideas	EA/1		

Each item entry includes a thumbnail image and an "[Enlarge Photo]" link. The "GREENKCUPS" item has a detailed description and a small image of a coffee cup. The "GREENPROMO" item has a thumbnail image of a document.

At the bottom of the page, there is a footer with the text "powered by Qnet" and the Q-Power logo. The browser's address bar shows "Internet" and the page is zoomed to 100%.



USSCo: Office Products Partner

Introducing...

Office Products & Furniture



Q-Power has teamed up with USA's largest distributor of office products: United Stationers Supply Company! Receive pricing as though you were a \$100K/month reseller!

- JanSan
- Audio Visual Products
- Information Technology
- Food Service
- Office Machines
- Office Furniture

35,000 items and over 22 Product Categories to market with available through One Source!



- ▶ 100% Stockless and Dropship
- ▶ 95% of All USA End-Users Served Overnight
- ▶ Automated ordering through QSend
- ▶ USSCo on-line catalog hosted and maintained by eQuantum
- ▶ Available on QNet
- ▶ For One Low Annual Membership Fee! \$495

Contact QPower today to set-up your USSCo account today!

Call Tim @ 866.365.7797

**Editable
marketing
sheet to use
your with
consumer**



**The power of purchasing
is now in your hands.**



Q-Power and JumpCart



The screenshot displays the Q-Power website interface. At the top left, there is a navigation menu with links: Home, About, Contact Us, JumpCart and Q-Net, F. A. Q., Membership, Online Webinars, Services, Support, Vendors, and Members Only. The main content area features a blue header for 'JumpCart and Q-Net' and a section titled 'Who Is JumpCart?'. This section describes the JumpCart as a personal barcode scanning system developed by JumpTechnologies, highlighting its portability and ability to scan various barcodes. A small image of the red JumpCart device is shown to the right. Below this, a paragraph explains how the system integrates with QNet modules for product ordering. A link is provided to view an end-user marketing video. The 'What Are The Advantages To Using JumpCart?' section follows, detailing the unique selling and marketing model for transactional business products. The page concludes with the text 'In making things simpler for your customer, JumpCart:'. The browser's address bar shows 'Internet' and the zoom level is set to 100%.

Q-Power The power of purchasing is now in your hands.

JumpCart and Q-Net

Who Is JumpCart?

JumpCart is a personal, barcode scanning system designed and developed by [JumpTechnologies](#). It makes web-based transactional sales simple, fast and easy. A small portable hand-held scanner has the ability to scan barcodes from many sources including catalogs, shelf labels and even product UPC codes. The electronic order is held in the scanner until it is connected to a USB connection to the desktop or lap top computer. The software automatically searches the internet (a high speed internet connection is required) for the distributor's website and imports the scanned order directly into the internet shopping cart. From there, the consumer can instantly send the order to the distributor for fulfillment or they can add more products to the shopping cart or modify the order in any way they wish. Scan. Dock, Buy. Ordering made simple.



Any product can have a unique JumpTech bar code assigned to it. The technology works with an existing integration with your QNet module. Through a small software application that is downloaded to the end users' desk top, ordering any transactional product a distributor sells becomes an effective and streamlined procurement process for the consumer and an easy low-cost sale for the distributor.

[Click Here to view an end-user marketing video which can also be posted on your website.](#)

What Are The Advantages To Using JumpCart?

JumpCart provides a unique selling and marketing model for any type of transactional business product including office products, forms, labels, ad specialty products and even variable print products like business cards. Commercial print products can also be bar-coded for easy re-order if there are no changes. This is combined with a one purchase order creation within QNet to provide a powerful yet simple solution for ordering many products for many people in an office environment.

In making things simpler for your customer, JumpCart:




Q-Power & Norwood



Q-Power The power of purchasing is now in your hands.

[USSCo & Q-Power](#)
[Norwood & Q-Power](#)
[PTSG & Q-Power](#)
[Kid & Class & Q-Power](#)
[Q-Power Marketing Matl.](#)

Norwood and Q-Power



NORWOOD
Innovation & Service, Delivered™

Who Is Norwood?

Norwood Promotional Products is one of the leading suppliers of imprinted promotional products. Norwood was founded in 1989 and today employs associates in locations around the world including the United States, Canada and China. Norwood markets over 4,300 promotional products and introduces hundreds of innovative new products each year. Visit their website @ www.norwood.com

What Is the Program Through QPower?

The list below indicates your pricing with each Norwood catalog from now through December 31, 2008. Please note that some products and product categories are excluded from EQP pricing. Those exclusions are listed below.

Quick Reference Guide so you'll know where to send orders and art at a glance.

2008 Norwood Catalog 2008 Pricing Primary Norwood Brand & ASI

- Automotive & Tools Barlow - ASI 38480
- Awards, Gift & Recognition Jaffa - ASI 63110
- Bags, Meeting & Outdoor Air-TEX - ASI 33260
- Calendars, Planners & Diaries EQP Not Offered Triumph Calendars - ASI 92185
- Drinkware & Housewares RCC Koozie - ASI 80330
- Golf, Sports & Fun Tee Off - ASI 90740
- Good Value Calendars EQP Not Offered Good Value Calendars - ASI 92185
- Health, Wellness & Safety Pillowline - ASI 78105
- Office & Desk Accessories Econ-O-Line - ASI 51625
- Writing Instruments Souvenir - ASI 88200

Error on page. Internet 100%



Norwood Marketing Materials

Q-POWER The power of purchasing is now in your hands.

HOME BROWSE CATALOG EMAIL US LOGOUT

QPOWER

- [2008 Catalog](#)
- [Furniture](#)
- [Going Green](#)
- [JanSan](#)
- [JumpCart Catalogs](#)
- [Marketing Materials](#)
- [Norwood Catalogs](#)
- [Office Products](#)
- [Paper](#)
- [Technology](#)
- [Search](#)

Your Catalog (Norwood Catalogs) **View Cart**

Show Details *You have 1 item in shopping cart*

Qty	ItemID	Description	OrderUnit	Inventory	Price
<input type="text"/>	A & T	Automotive & Tools Featuring... Barlow Sentry Safety Pillowline Action Line V-Line [Enlarge Photo] View products now at www.norwood.com	EA/1	0	
<input type="text"/>	A R & G	Awards, Recognition & Gifts Featuring... Jaffa [Enlarge Photo] View products now at www.norwood.com	EA/1	0	
<input type="text"/>	B M & O	Bags, Meeting & Outdoor Featuring... Air-Tex RCC Koozie [Enlarge Photo] View products now at www.norwood.com	EA/1	0	
<input type="text"/>	D & H	Drinkware & Housewares	EA/1	0	

Done Internet 100%



Norwood: Corporate Advertising



Introducing...

NORWOOD.
Innovation & Service Delivered



QPower has partnered with USA's leading supplier of Advertising Specialty Products, Norwood Distribution. EQP pricing on over 4,000 products in 10 categories!

Access to These Promotional Product Categories:

- Automotive & Tools Barlow - ASI 38480
- Awards, Gift & Recognition Jaffa - ASI 63110
- Bags, Meeting & Outdoor Air-Tex - ASI 33260
- Drinkware & Housewares RCC Koozie - ASI 80330
- Golf, Sports & Fun Tee Off - ASI 90740
- Health, Wellness & Safety Pillowline - ASI 78105
- Office & Desk Accessories Econ-O-Line - ASI 51625
- Writing Instruments Souvenir - ASI 88390



More than 4,000 products to market with!

QPower Ordering Process And Member Benefits:

- EQP pricing (some product exceptions)
- All 10 Norwood catalogs in stock: order as needed
- Place orders directly with Norwood
- QPower pays Norwood directly on your behalf
- No credit application necessary! You're part of QPower!
- Link to Norwood to create your own electronic catalog

These Key Manufacturers:

- Action Line Barlow
- Air-Tex Jaffa
- RCC Koozie Pillowline
- Sentry Safety and many more!



*Contact QPower to set-up your
Norwood account today!*

Call Tim @866.365.7797



The power of purchasing
is now in your hands.

Editable:
Insert your
company's
name and
logo



Prime Time Sporting Goods



Q-Power The power of purchasing is now in your hands.

USSCo & Q-Power
Norwood & Q-Power
PTSG & Q-Power
Kid & Class & Q-Power
Q-Power Marketing Matl.

Prime Time Sporting Goods and Q-Power

Prime Time

SPORTING GOODS

Who Is Prime Time Sporting Goods?

Prime Time Sporting Goods (PTSG) is a premier sporting goods equipment supplier and team uniform dealer based in northern Ohio. Since 1964 PTSG has been outfitting Teams, Coaches, and Players with equipment and uniforms.

Visit their website at www.primetimesportinggoods.net

What Is the Program Through QPower?

Aggressive pricing for this product category is difficult to obtain. In this vertical market, manufacturers protect pricing and only provide pricing to qualified dealers who have storefronts. It is also defined as a \$20,000 opening order (Rawlings requires \$80,000). Now through a special non-stocking partnership arrangement, QPower is able to bring the best pricing in the industry to its Members.

These Custom Services are also available:

- Custom Lettering
- Custom Numbering
- Custom Embroidery
- Custom Silk Screening
- Team Uniforms
- Team Warm Up Gear

Done Internet 100%



Sporting Goods Catalog Ordering

QPOWER RETAIL INTERNET ORDERING - Your Catalog - Microsoft Internet Explorer provided by PrimeBusinessSol...

https://qnet.e-quantum2k.com/~qpower/Custom/RQPOWE/RETAIL/cgi-

File Edit View Favorites Tools Help

Google G Go Bookmarks 2 blocked Check AutoLink Settings

QPOWER RETAIL INTERNET ORDERING - Your Catalog



View Cart

QPOWER

- [2008 Catalog](#)
- [Furniture](#)
- [Going Green](#)
- [JanSan](#)
- [JumpCart Catalogs](#)
- [Marketing Materials](#)
- [Norwood Catalogs](#)
- [Office Products](#)
- [Paper](#)
- [Technology](#)
- [Search](#)

Your Catalog (JanSan)

Add To Cart Show Details Shopping cart is empty

Qty	ItemID	Description	OrderUnit	Inventory	Price
<input type="text"/>	JANSANLINE	List of JanSan categories You can edit this pdf with your contact info!  Simply click on the image then use the text tool to change the contact information.	EA/1		
<input type="text"/>	JANSANMOSTWANTE	JanSan promo most popular items You can edit this pdf with your contact info! 	EA/1		

Prime Time SPORTING GOODS

[Enlarge Photo](#)

start | Internet | 100% | 2:57 PM

Click on Logo to order Vendor Catalogs from Prime Time Sporting Goods.



Prime Time Sporting Goods: Athletic Products for a New Vertical



Introducing...
Prime Time
SPORTING GOODS

QPower has now teamed up with a premier sporting goods retailer to provide your company new sales opportunities!
Develop new vertical markets customer opportunities!

Access to Major Sporting Goods Manufacturers:

- Rawlings
- Wilson Sporting Goods
- Easton
- Nike
- Adidas
- Louisville Slugger
- Tachikara and more...!

More than 40 manufacturers to choose from!

Access to These Product Categories:

- Football equipment and uniforms
- Baseball & Softball equipment and uniforms
- Basketball equipment and uniforms
- Golf equipment and uniforms
- Wrestling equipment and uniforms
- Track & Field equipment and uniforms
- Soccer equipment and uniforms

Sell into these new vertical markets:

- Municipality's sport departments
- Middle schools and high schools
- Colleges and Universities

*Contact QPower to set-up your
PTSG account today!
Call Tim @866.365.7797*

 **Q-Power** The power of purchasing
is now in your hands.

**Editable: insert
your company's
name and logo**

 **Q-Power**

Kids and Classrooms

Q-Power The power of purchasing is now in your hands.

Kids and Classrooms & Q-Power

KidsAndClassrooms.com™

What Is This Program?

Kids and Classrooms is a program founded by Ross Barker, CEO of eQuantum Software.

Kids and Classrooms.com works with educational institutions and school districts to provide web-based donation wish lists that are communicated by schools and teachers to a community donor base.

Now, every concerned parent and citizen can help their communities' schools and teachers assure quality educational opportunity for every student... by donating educational materials specifically requested by budget-challenged schools and teachers

Visit our website @ www.kidsandclassrooms.com

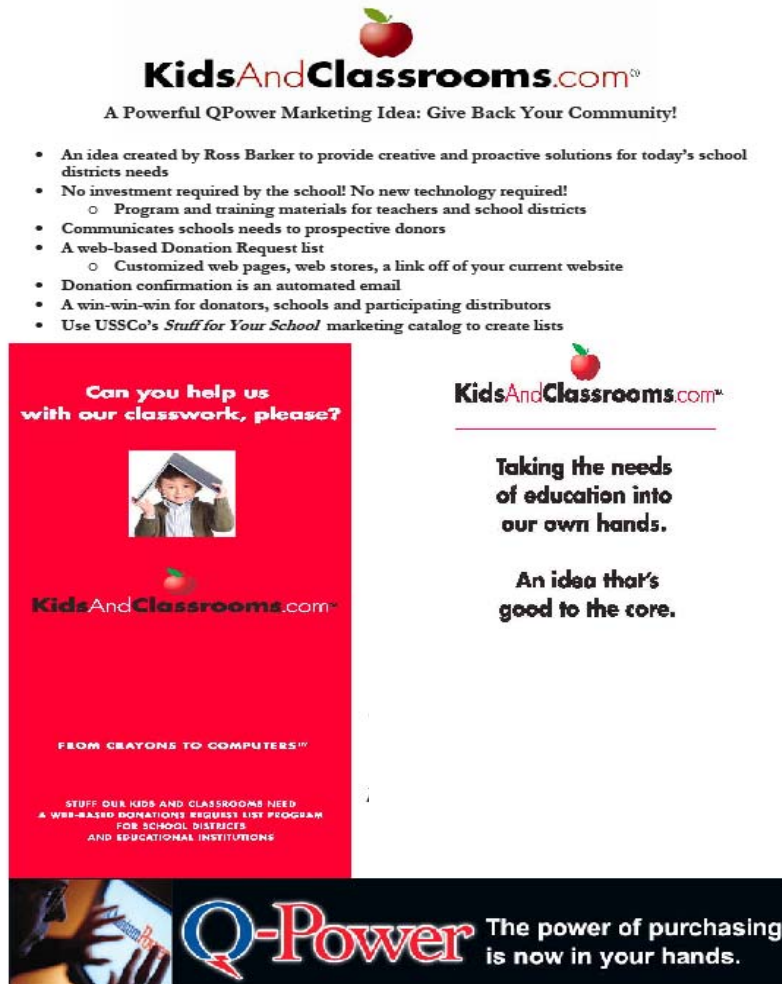
How Does It Work?

The distributor approaches a school district and presents a model to the school administrators to provide much needed classroom materials to school districts seeking help. In today's economy, that's every school district. The distributor offers to facilitate a program through marketing efforts (website, PTA meetings, and mailings) on behalf of the school district. The distributor targets parents & local businesses to gather support and increase awareness of needed classroom

Combine
with *Stuff*
For Your
School
USSCo
vertical
marketing
piece to
market
donation
lists




New Marketing Sheets: Kids and Classrooms



KidsAndClassrooms.com[™]
A Powerful QPower Marketing Idea: Give Back Your Community!

- An idea created by Ross Barker to provide creative and proactive solutions for today's school districts needs
- No investment required by the school! No new technology required!
 - Program and training materials for teachers and school districts
- Communicates schools needs to prospective donors
- A web-based Donation Request list
 - Customized web pages, web stores, a link off of your current website
- Donation confirmation is an automated email
- A win-win-win for donators, schools and participating distributors
- Use USSCo's *Stuff for Your School* marketing catalog to create lists

Can you help us
with our classwork, please?



KidsAndClassrooms.com[™]

FROM CRAYONS TO COMPUTERS[™]

STUFF OUR KIDS AND CLASSROOMS NEED
A WEB-BASED DONATIONS REQUEST LIST PROGRAM
FOR SCHOOL DISTRICTS
AND EDUCATIONAL INSTITUTIONS

Q-Power The power of purchasing
is now in your hands.

**Editable:
insert your
company's
name and
logo**



Stuff For Your School and Kids & Classrooms

SFYS Catalog

- ~8,000 School Products
- 400 pages
- Annual - January
- Level 3
- List Price



Welcome Back To School Flyer

- 80 pages
- July
- Level 3

SFYS Flyer

- 24 pages
- Q2 and Q4
- Level 3



SO, ACT BIG! ***BECAUSE NOW YOU ARE!***

- 1. Use the collective resources of Q-Power members and experience buying power once reserved for only big companies.**
- 2. Take advantage of \$1.5 Billion worth of buying POWER!**
- 3. Lower your cost of goods by as much as 68%**
- 4. Now you have access to an infrastructure that will allow you to handle large national accounts.**



Attention: e-Quantum Users!
Join Q-POWER

**Join At PSDA 2008
E-Quantum User's Conference**

Receive a **20%** Discount
On your annual membership fee

And,

Enter a give-away!

Your First Year Membership Could be Free!



BECOME PART OF THE POWER!

How do I Join? Easy!

- 1. Complete a simple application document**
- 2. Fax to Tim Emmitt @ 330-762-3305**
- 3. Upon acceptance, enact the Q-Power Member and Program Agreements**



E-QuantumPower, Inc.

BECOME PART OF THE
POWER!

