

Integrated Supply Consultants, LLC

Envision. Plan. Implement.



Presented to

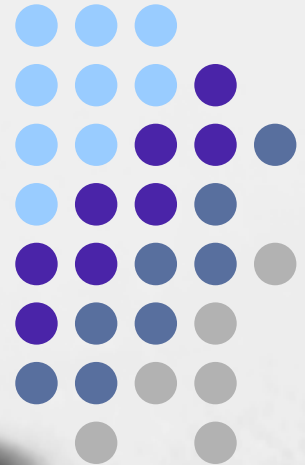
eQuantum 2008 Lake Tahoe
Users Conference



Jump-Start Your Company's Sales with...



Integrate Your Categories
Grow Your Sales



Quantum is the Premier
Software Package In the
Industry Integrated with
JumpCart!

It's Your Competitive
Advantage!



"7 Strategies For Reinventing Your Dealership"

The **Systems Specialist** strategy positions distributors as business improvement consultants. They engage clients with solutions to reduce overhead, maximize efficiency and drive sales. Their product mix includes sales of integrated documents, bar code labels and bar coded document, for example.

Or, streamlining the consumers procurement process for all of their business products categories, thereby easing their procurement pain and associated costs.



Customer Opportunity

	L	M	N	O	P
Number of Employees		Sales Per Employee	Expected Sales/Emp.	Sales Opportunity	GPS Opportunity
2000	\$	9.89	\$35	\$ 50,224.37	\$ 15,217.98
50	\$	13.57	\$35	\$ 1,071.40	\$ 384.63
20	\$	19.35	\$35	\$ 313.03	\$ 111.75
25	\$	17.70	\$35	\$ 432.55	\$ 136.25
40	\$	28.61	\$35	\$ 255.53	\$ 80.75
100	\$	27.43	\$35	\$ 756.75	\$ 264.86
125	\$	19.23	\$35	\$ 1,971.27	\$ 772.74
160	\$	29.00	\$35	\$ 960.71	\$ 291.10
1500	\$	0.37	\$35	\$ 51,940.81	\$ 14,647.31
25	\$	4.83	\$35	\$ 754.16	\$ 230.02

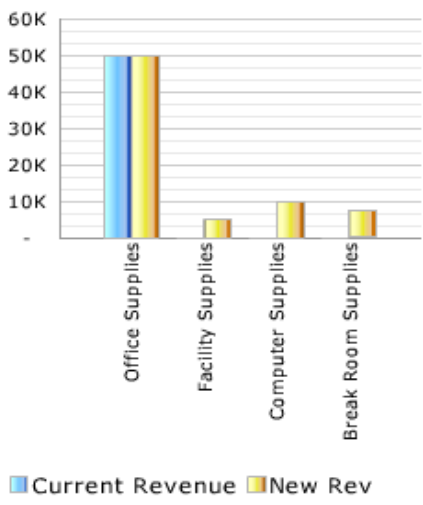
Human Resources																
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
		01-Jan-2005 to 31-Dec-2005			01-Jan-2006 to 31-Dec-2006			% Change				Number of	Sales	Expected	Sales	GPS
	Departments	Sales	GP%	GPS	Sales	GP%	GPS	on GPS's	Employees	Per Employee	Sales/Emp.	Opportunity	Opportunity			
4	Assay Boy Inc	\$59,617.77	26.8%	\$15,977.56	\$19,775.63	30.3%	\$5,992.02	-62.5%	2000	\$ 9.89	\$35	\$ 50,224.37	\$ 15,217.98			
5	Harding School	\$ 1,172.15	38.7%	\$ 453.62	\$ 678.60	35.9%	\$ 243.62	-46.3%	50	\$ 13.57	\$35	\$ 1,071.40	\$ 384.63			
6	Educational Services	\$ 687.92	35.7%	\$ 245.59	\$ 386.97	35.7%	\$ 138.15	-43.7%	20	\$ 19.35	\$35	\$ 313.03	\$ 111.75			
7	Hedrick School	\$ 516.86	32.5%	\$ 167.98	\$ 442.45	31.5%	\$ 139.37	-17.0%	25	\$ 17.70	\$35	\$ 432.55	\$ 136.25			
8	Kennedy Middle School	\$ 2,140.16	16.8%	\$ 359.55	\$ 1,144.47	31.6%	\$ 361.65	0.6%	40	\$ 28.61	\$35	\$ 255.53	\$ 80.75			
9	Math & Science Resource Ctr	\$ 2,330.37	36.8%	\$ 857.58	\$ 2,743.25	35.0%	\$ 960.14	12.0%	100	\$ 27.43	\$35	\$ 756.75	\$ 264.86			
10	McKinney School	\$ 2,465.16	31.3%	\$ 771.60	\$ 2,403.73	39.2%	\$ 942.26	22.1%	125	\$ 19.23	\$35	\$ 1,971.27	\$ 772.74			
11	Desert Gardens School	\$ 2,156.49	40.5%	\$ 873.38	\$ 4,639.29	30.3%	\$ 1,405.70	61.0%	160	\$ 29.00	\$35	\$ 960.71	\$ 291.10			
12	Human Resources	\$ -	0.0%	\$ -	\$ 559.19	28.2%	\$ 157.69	100.0%	1500	\$ 0.37	\$35	\$ 51,940.81	\$ 14,647.31			
13	Superintendent	\$ -	0.0%	\$ -	\$ 120.84	30.5%	\$ 36.86	100.0%	25	\$ 4.83	\$35	\$ 754.16	\$ 230.02			



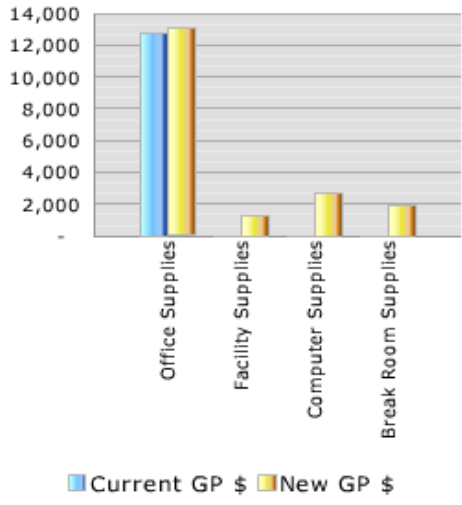
Grow Sales and Margins

Product Categories	Gross Profit %		Current FB Sales %	Current Revenue By Category	New Revenue	New FB Sales %
	Branded	FB				
Office Supplies	25%	31%	10%	50,000	50,000	20%
Facility Supplies	25%	31%	10%	-	5,000	20%
Computer Supplies	25%	33%	10%	-	10,000	20%
Break Room Supplies	25%	31%	10%	-	7,500	20%

Revenue Comparison
Driven by Growth Rate



GP Comparison
New GP based on new mix.



Summary

Current Revenue:

Revenue with JumpCart System:

Current GP \$'s:

GP with JumpCart System:



Go to:
http://www.integratedsupplyconsultants.com/profitability_tools.html
to use this calculator



Acsellerate.net: Analyze Your Own Opportunities

Sales Intelligence by Acsellerate Solutions - Windows Internet Explorer

http://69.20.66.51/acselleratenet/(wqimqt45moxvc33lunvrzben)/Dashboard/acs_dash_busdash.aspx

preferences help sign out support administration

acsellerate SOLUTIONS

Dashboards Reports Alerts Campaigns

My Dashboard | Manager | Sales Rep | Customer

Quick search Account

Welcome, Jen Johnson Today is Monday, January 29

My Dashboard

summary statistics

Last Month

Metric	Actual	Goal	
Sales	\$254,254	\$195,102	130.3%
Gross Profit	\$82,319	\$59,425	138.5%
GP%	32.4%	30.0%	107.9%
Daily Run Rate	\$12,713	\$9,755	130.3%
Orders	2,820	2,472	114.1%
Fill Rate	76.8%	95.0%	80.9%
Returns (%)	4.9%	5.0%	98.0%
Web Sales%	10.3%	5.9%	175.6%

top performers

Year to Date

Accounts	Gross Profit	Sales	GP%
Amerling Company [25105]	\$13,989	\$43,495	32.0%
Sawco Inc [25185]	\$5,795	\$19,031	30.0%
Robotel Corporation [1]	\$3,666	\$9,369	39.0%
Welco Distributors Inc [25109]	\$3,275	\$16,774	20.0%
Shoreline Computers Inc [25082]	\$2,821	\$10,076	28.0%
Servfast Computers [970]	\$1,528	\$3,657	42.0%
P & G Auto Inc [34471]	\$1,242	\$3,620	34.0%

quick views

Alerts Invoices Campaigns Reports Frequent Items

Available Reports	Report Name	Description
My Reports	YTD Low Margin Items	Between 0 and 10.0% GP
Basic Reports	GP% Items Contract 87	Sales History Report for Items on Contract 87 - Analysis
Flex Reports	Laser Vendor Sales	Trend 6 month Drill to Item
	CSR - Supplies Only	Excludes Furniture, Uncat and Hogan Items
	Q3 Segmentation Report	Without Furniture
	Amerling HP Usage	Standard Quarterly Report
	Joey SPOP	Here is a test

Last Updated : 04-Apr-06 12:37 AM

Trusted sites 100%

http://www.acsellerate.net/



Build Customer Loyalty

- Solve a problem for them.
 - Common problems that you focus on
 - I have a better price
 - I have better service
 - Problems you can help with.
 - Decrease their requisition to order process
 - Ease their pain for procurement and reduce associated costs
 - Aberdeen Group says an automated procurement process can drive out 58% of the costs of an order
 - Increase their contract compliance
 - Aberdeen Group says that products ordered on contract save the consumer on average 7%
 - Decrease their inventory
 - You deliver everything overnight, take advantage of it.



JumpCart Premise

- Our Experience
 - Most people don't order items from memory.
 - Customers write down items they wish to order prior to going to the PC and selecting them from a website.
- What JumpCart Does
 - It streamlines the process before the customer gets to the website
 - Makes list creation fast and simple
 - Replaces the pen and paper that consumers use to write down items they wish to order with a bar code scanner



The Process



Scan Items
to be Ordered



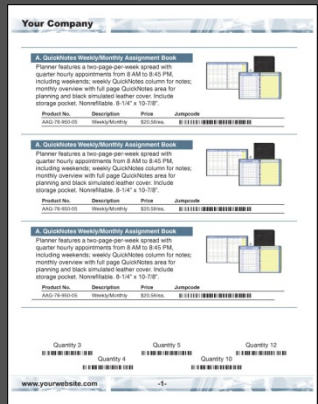
Plug Scanner
into USB Port



Your Website
Displays all
Scanned Products



Many Ways To Scan



Order Guides

Custom Brochures
And Fliers

Pre-printed Catalogs

Writing Instruments, Pens, Rollerball, Pentel Rollerball Pens, cont'd

Pentel Rolling Writer Pens
Rolling Writer pens penetrate carbons like a ballpoint and writes at any angle. The Cushion Ball Tip writes a 0.4mm medium line. Expressive as a fountain pen and never skips or smears. Barrel color indicates color of ink. Nonrefillable.

SKU	Description	Barcode	UOM	Price
PENR100V	Rolling Writer Pens, 0.4mm, Violet Ink/Violet Barrel	1 11111 111111	EA	\$1.50
PENR100A	Rolling Writer Pens, 0.4mm, Black Ink/Black Barrel	1 11111 111111	EA	\$1.50
PENR100B	Rolling Writer Pens, 0.4mm, Red Ink/Red Barrel	1 11111 111111	EA	\$1.50
PENR100C	Rolling Writer Pens, 0.4mm, Blue Ink/Blue Barrel	1 11111 111111	EA	\$1.50
PENR100D	Rolling Writer Pens, 0.4mm, Green Ink/Green Barrel	1 11111 111111	EA	\$1.50

Pentel Sunburst Gel Ink Rollerball Pens
Sunburst Medium Line Gel Ink Rollerball pen features a durable metal tip produces ultra-smooth gel ink in bright, energizing colors. Permanent, waterproof, fadeproof, acid-free gel ink perfect for documents that must stand the test of time. Refillable.

SKU	Description	Barcode	UOM	Price
BICR11RD	Gel Ink Pens, Roller Intensity, 12/Box, Red	1 11111 111111	EA	\$1.20
BICR11BE	Gel Ink Pens, Roller Intensity, 12/Box, Blue	1 11111 111111	EA	\$1.20
BICR11BK	Gel Ink Pens, Roller Intensity, 12/Box, Black	1 11111 111111	EA	\$1.20

Bic Z4 Classic Rollerball Pens
Rollerball Pens feature free ink writing system for smooth ink flow. Clip color indicates ink color. Soft rubber grip for comfort and control. Unique point seal ball in cap keeps pen from drying out. Contemporary design with window that shows remaining ink supply. Nonrefillable.

SKU	Description	Barcode	UOM	Price
BICR4FST	Z4 Roller Liquid Ink Pens, 7 mm, 5/Pack, Assorted	1 11111 111111	PK	\$7.25
BICR4TBE	Z4 Roller Liquid Ink Pen, 5 mm, Needle Point, Blue	1 11111 111111	EA	\$1.45

Writing Instruments, Pens, Rollerball, Bic Rollerball Pens

Bic Roller Intensity Gel Ink Pens
Rollerball Pens combine gel ink technology for vivid ink color and smooth, fluid writing. Textured rubber grip provides writing comfort and control. Visible ink supply. Nonrefillable.

SKU	Description	Barcode	UOM	Price
BICR11RD	Gel Ink Pens, Roller Intensity, 12/Box, Red	1 11111 111111	EA	\$1.20
BICR11BE	Gel Ink Pens, Roller Intensity, 12/Box, Blue	1 11111 111111	EA	\$1.20
BICR11BK	Gel Ink Pens, Roller Intensity, 12/Box, Black	1 11111 111111	EA	\$1.20

Office Supplies



Shelf Labels



UPC Codes

Custom Catalogs



Live QNet Demo: From Catalog On Demand (CoD)

Computer Hardware, Supplies & Data Storage, Corporate Advertising

**Printer Supplies/Accessories, Laser
Supplies/Toner, cont'd**

**Innovaera 83027, 83027A, 83027PK2
Remanufactured Laser Cartridge**

Choose Innovaera: The difference is the price, not the quality. This toner is formulated for superior yield and performance. Installs easily, reducing downtime.



SKU	Description	UOM	JumpCode®
IVR83027A	Innovaera 83027A (C4127A) Remanufactured Laser Cartridge, Black	EA	

Innovaera D2046 Remanufactured Laser Cartridge

Manufactured to provide the OEM-equivalent quality you demand. Innovaera cartridge offers sharp, vivid results and outstanding performance. Specifically formulated for superior operation in your printer.



SKU	Description	UOM	JumpCode®
IVRD2046	Innovaera D2046 (3104133) Remanufactured Laser Cartridge, High-Yield, Black	EA	

Corporate Advertising Products

Golf Cooler Glasses

- Golf Cooler - Glass 16 ounce sport theme coolers
- 72 minimum
- Price breaks @ 144 and 288 each



SKU	Description	UOM	JumpCode®
T330Golf	Price Includes: one color imprint only	EA	

Corporate Advertising Products, cont'd

Golf Hats

- Garment Dyed Cap
- Includes 4-color logo imprint
- Minimum 10 each



SKU	Description	UOM	JumpCode®
PMU	100% cotton twill, unstructured 6-panel construction, low profile, self-fabric closure with buckle and grommet, slightly brushed for additional softness and comfort	10/EA	

Golf Sets

- Deluxe five piece golf set
- Includes 4-color imprint and logo
- Price breaks @ 25, 50, 75 sets
- Can be inventoried for no minimums



SKU	Description	UOM	JumpCode®
G128	Deluxe five piece golf set. Everything a true golfer needs. Includes cooler bag, shoe repair, cap, 6 golf balls and 75 golf tees. 10 sets	10 minimum/ST	

Golf Shirts

- PGA Tour (R) - Men's 100% polyester mesh golf shirt with open sleeve
- 4-color imprint includes company logo
- 100% polyester mesh short sleeve golf shirt with performance wicking fabric
- Color: Apple Green, Black, Bright White, Jockey Red, Marine Blue, Oyster, Sunray, True Navy
- Size: M, L, XL, 2XL, 3XL
- Anti-microbial finish
- Minimum 10 each



SKU	Description	UOM	JumpCode®
75K0005	Men's 5 oz golf shirt, polo neck collar with raised Ottoman trim. Three-button placket with embroidered buttons. Self-fabric neck tape with open sleeve. Double needle hemmed bottom with with side vents. Half moon ideal for back placement.	10 minimum/EA	

QTY003 QTY005 QTY012
 QTY004 2 QTY010



ISC Promotion and Risk Free Offer

- First month of JumpTech absolutely free!
- Pay ISC nothing for first month other than travel expenses and scanner cost
- Offer Conditions:
 - Select one rep or yourself
 - Identify 5-7 accounts to present in one month
 - ISC will make joint consumer calls for one month
 - At end of 1st month, if no account closes, return JumpTech scanners and you pay absolutely nothing!



ISC Promotion and Risk Free Offer (con't)

How does ISC get paid?

- On closed customers, distributor pays ISC 30% of the next 3 months' total sales revenue (or once conversions start) derived from JumpTech conversions or incremental business from existing customers
- No sales, no payment (other than travel expenses and scanner cost = \$75 + shipping)
- Commit to purchase for annual JumpTech license:
 - After 1st free month, with committed customers, purchase annual unlimited JumpTech license for \$5,000



Simply Stated:

If We Can't Do It
In a Month, It's Not
Going to Happen!

We're Ready When
You Are!



Do QNet Distributors Use JumpCart?

- Yes
 - Printcom
 - Prime Business Solutions
- Soon to implement
 - Chesapeake Business Forms & Ad Specialties
 - Preferred Group



An Integrated Communications Platform



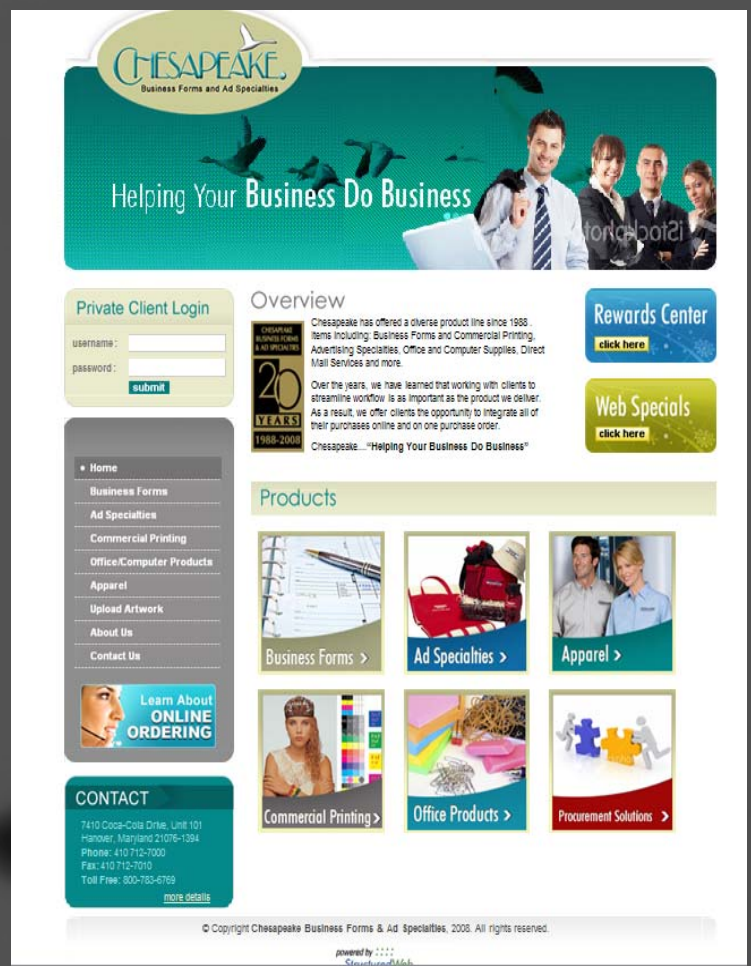
•Structured Web can work with your QNet E-commerce portal!

•Capture all of the tools shown here. And tie it all together...

•Effective email campaigns that produce sales...



Chesapeake: Before And After



Intuitive, User-Friendly Websites Generate More Sales



When do we start?



- A no-cost consultative call
- dave@integratedsupplyconsultants.com
- C: 614-747-1860
- ISC to create a *Scope of Work* based on the needs
- Time line for completion determined
- No risk, one month JumpTech trial for free combined with one month intensive sales effort

