



Supplier Xchange

FOR DISTRIBUTORS

INSTANT PRICING DIRECT TO YOUR CUSTOMERS

Supplier Xchange™ dramatically speeds the price request process by connecting the distributor to their customers in real time. It provides a more efficient way of responding to the high volume of price and bid requests and it's **free for subscribers to TRA-SER® and eDataFlex®**.

RESPOND TO RFQ'S IN SECONDS

The process is simple – a contractor electronically submits a list of items to you from their estimating program or from TRA-SER®. If you approve them, their list is instantly

matched against a pricing file you will have submitted for that customer. Within seconds the list is returned to the contractor with their specific pricing, ready to apply within the bid or estimating program.

Because every RFQ will be electronically responded to in mere seconds, it saves both you and the contractor time, and reduces the likelihood that a slow response costs you a sale down the road. Supplier Xchange helps you have more time to devote to solidifying your relationship with customers.

You also have access to a set of administration tools that allow you visibility into your customers' quoting activity so you can develop strategies to earn even more of their business.

Top Benefits

- ▶ **Respond electronically to RFQ's** with contractor-specific pricing in seconds
- ▶ Participation in Supplier Xchange is **free to TRA-SER and eDataFlex subscribers**
- ▶ You have **ultimate authority to decide** which contractors are allowed access to your pricing
- ▶ Customers can ask for **alternates**, so even if you're out of stock on one item, a replacement can be provided automatically
- ▶ Fuel your business strategy by keeping track of **what customers are asking for** most often
- ▶ Can connect **directly into your ERP** system, making periodic updates to your pricing files unnecessary
- ▶ Detailed **emails are automatically sent** to you each time a customer request is processed so you can follow up personally if you desire

The screenshots show the Trimble TradeServiceLive interface. The top screenshot shows the 'SUPPLIER XCHANGE' dashboard with 'MANAGE CONTRACTORS' and 'JOB ANALYSIS' buttons. The middle screenshot shows the 'ITEM MANAGEMENT - JOB 21 TEST' table with columns for Select, UPC, Mfr Name, Mfr Catalog Code, Response Status, Response Item Id, Response Upc, Response Mfr Name, Response Mfr Catalog Code, Price, UOM, and Alternates. The bottom screenshot shows the 'DISTRIBUTOR CROSS-REFERENCES' tool with a search bar and a table of cross-references.

Select	UPC	Mfr Name	Mfr Catalog Code	Response Status	Response Item Id	Response Upc	Response Mfr Name	Response Mfr Catalog Code	Price	UOM	Alternates
▼	78598826015			Matched by item id	9652767	78598826015	HUBBELL LIGHTING	P81-234			0
▼	78316626761			Matched by item id	9652890	78316626761	GE INDUSTRIAL SYSTEMS	CR101BA1A			0
▼	78316626762			Matched by item id	9652892	78316626762	GE INDUSTRIAL SYSTEMS	CR101BA1B			0
▼	78316626763			Matched by item id	9652894	78316626763	GE INDUSTRIAL SYSTEMS	CR101BB1B			0
▼	78590154211			Matched by item id	9653153	78590154211	SQUARE D	9001C54K			0

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Job Analysis
With Supplier Xchange, you are able to analyze all RFQs from your contractor customers at a job or item level.

Cross Reference
With the Supplier Xchange cross-reference tool, you are able to upload cross-references for manufacturer items that you do not carry on your line card. This way your contractor customer will receive the best pricing coverage possible.

FAQ's

WHAT IS SUPPLIER XCHANGE?

- ▶ It's a program developed by Trade Service that connects Trade Service contractor customers with their preferred distributors to obtain their specific prices at bid time.

HOW DO CONTRACTORS BENEFIT FROM SUPPLIER XCHANGE?

- ▶ Supplier Xchange helps contractors win more bids by increasing the speed of the price request process for the contractor by connecting them to their distributor partner in real time.

WHAT IS THE DISTRIBUTOR'S COST TO PARTICIPATE?

- ▶ There is no charge or fee for the distributor to participate.

DOES A DISTRIBUTOR HAVE TO SIGN ANY TYPE OF CONTRACT?

- ▶ No, participation is voluntary.

HOW SECURE IS THE DISTRIBUTOR'S PRICING DATA?

- ▶ Distributor "bid" data is secure behind two firewalls on Trade Service isolated servers.

IS THE DISTRIBUTOR REQUIRED TO LINK WITH ANY CONTRACTOR THAT REQUESTS ONE?

No, all distributor-to-contractor connections made must be first authorized by the distributor and are controlled directly by the distributor.

WHAT CONTROL OVER PRICING INFORMATION DOES THE DISTRIBUTOR HAVE?

- ▶ The distributor controls both the contractor approval/rejection process and the file uploading and mapping processes for the pricing files.

ARE THE APPROVAL/REJECTION PROCESSES AND FILE UPLOADING AND MAPPING PROCESSES DIFFICULT?

- ▶ No, both are quite easy. Trade Service provides access to our Distributor portal which makes interaction with Supplier Xchange convenient and easy.

WHAT DOES THE CONTRACTOR NEED TO DO ON THEIR END TO IMPLEMENT SERVICE?

- ▶ In order to start utilizing Supplier Xchange, the contractor needs to request authorization from their chosen distributor. Once the distributor approves the contractor's request and sets up a price file for them, the contractor can begin utilizing the Supplier Xchange service.

HOW MANY DISTRIBUTOR'S ARE PARTICIPANTS?

- ▶ There are currently over 3,000 distributor locations actively participating.

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