

The
Ampersand Group
LLC.
Supporting Independent Distributors Worldwide

MISSION: DISTRIBUTOR SUPPORT

The Ampersand Group Mission Statement



The Ampersand Group was created by a Independent Distributor for Independent Distributors.

We provide the opportunity and ability for Independent Distributors or Entrepreneurs to be in business for themselves...not by themselves.

We will create an enjoyable and rewarding work environment that will empower and reward each of our members.

We will promote growth, both professionally and personally to our members.

We will be problem solvers of the industry through our seasoned staff, industry affiliations, technology, research and development, and innovative minds.

We are committed to listening to what our members have to say and respond to their concerns quickly and efficiently.



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**Be in business for yourself...
not by yourself**



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- You hire us...We don't hire you
 - You retain your own Independent Distributorship
 - All clients are yours and remain yours
 - All documents are presented to your customers in your name

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**You make the Sale...
We do the rest**



- You are in front of your customers
- You maintain the relationships
- You choose the Vendor
- You determine the Sell Price



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Back Office Support

- You use our E-Commerce Technology
 - **Business to Business**
 - **Business to Consumer**
- We will guide you through the demo, set up, and installation
- You are now able to offer clients State of the Art E-Commerce Solutions
- You are now a GLOBAL selling machine
 - **No geographical boundaries**
- Custom Demo E-Commerce site branded to your company



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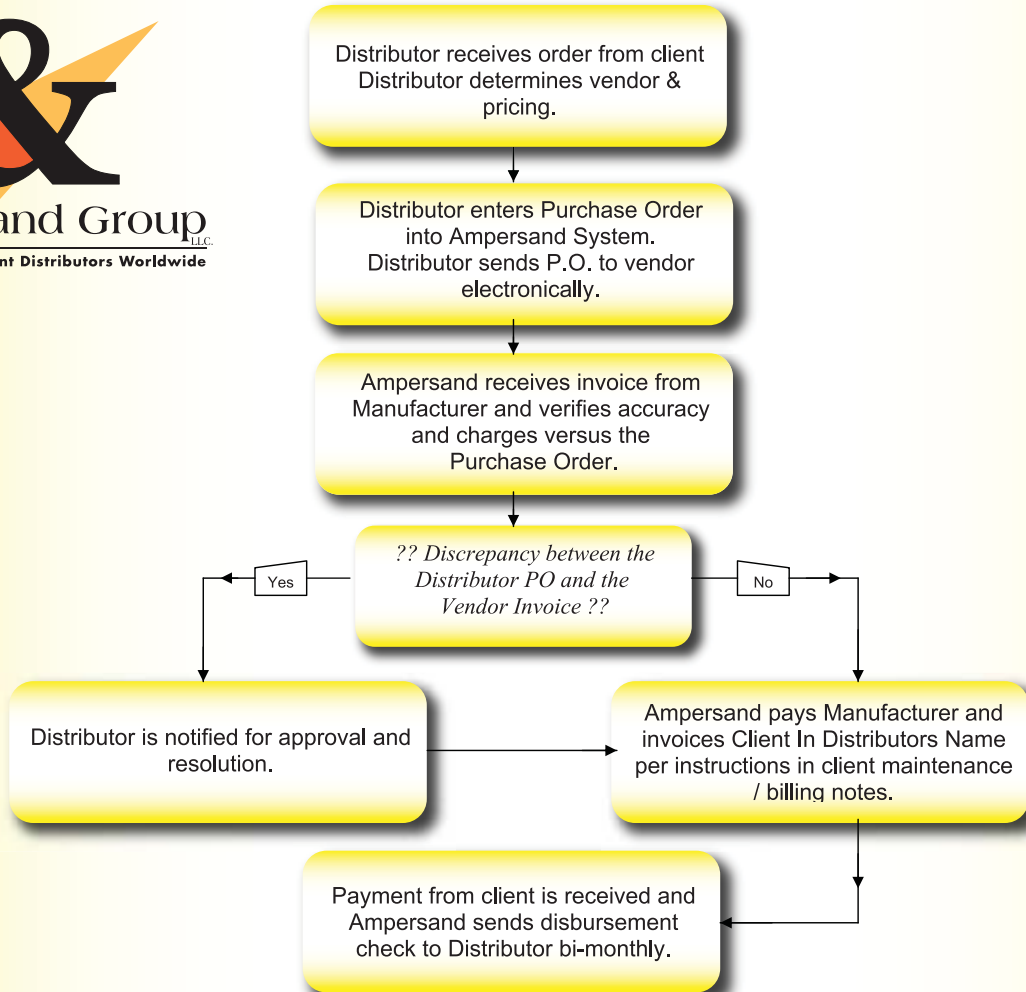
Order Entry

- You key your orders into our Order Entry System
 - Insures accuracy at invoicing
- You have access 24/7/365
- Remote connection into our servers
- Information at your fingertips
 - O.E. – A/R – A/P – RFQ
 - Inventory – Disbursement
 - Quoting – Report Functions
 - Archives – E-Commerce
 - Email Doc's – Template Items
- No capital Investment for Hardware/Software



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The Ampersand Group Workflow



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Accounts Payable

- Large Vendor Database with terms
- You choose the vendor, negotiate price, we pay the bill
- We facilitate Pre-Payments
- Group buying power means better Cost Of Goods
- You approve discrepancies on vendor's invoice
- You never have to open your wallet



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Accounts Receivables

- The Ampersand Group is invisible to your customers
- We invoice the customer in your name
- Your customer remits payments in your name
- Weekly you receive:
 - Invoice and supporting documentation
 - A/R aging weekly
 - Open Purchase Order Report



Sales Tax Reporting

- We collect sales tax on your behalf
- We do all sales tax reporting on your behalf
- We subscribe to monthly sales tax monitoring software for accuracy and taxing rate changes.
- You receive a copy of the sales tax report that we file
- No accruing for Sales Tax Liability
- You no longer have to spend Time and Money on Sales Tax Reporting



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Disbursements

- Upon A/R being paid, we disburse funds
- Disbursements are twice a month
- Disbursements are paid on the *Gross Margin*
 - You are liable for all sales with a negative *Gross Margin*
- You will receive a detailed Disbursement Report itemizing each line item and its *Gross Margin*
- Funds are paid via direct deposit into your bank account



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Collections

- Collections are your responsibility
- We provide statements on a monthly basis
- All A/R Aging over 60 days incur a 2% non-refundable penalty of the invoice amount
- All A/R Aging over 90 days incur a chargeback for the Cost of Goods
 - To be reimbursed when A/R is paid, less a \$7.50 handling fee
- You are provided with A/R Aging weekly to keep your pulse on A/R

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Bad Debt Insurance

- Safeguard your receivables against unforeseen circumstances and changes in the economy
- Sell to larger clients and take larger orders with financial security in mind
- Mandatory on all clients with a historical average A/R of > \$10,000
- Insurance expense is a cost, and shared jointly by The Ampersand Group and Member
- Prevent non-payment risks
- Claims are paid at 90% of Invoice total
- Never worry about bankruptcy, or bad debt again

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Electronic Form Solutions

- HTML Internet Forms
- PDF Fillable Forms
- Print on Demand, Fill and Print
 - Intelligent Forms
 - Database Connection
 - Workflow Enabled

TRAVEL EXPENSE REPORT

EXPENSES

DATE	DESCRIPTION	AMOUNT	CURRENCY	STATUS	ACTION
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TRAVEL EXPENSE REPORT

EXPENSES

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WWW

WWW

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EDI Solutions (Electronic Data Interchange)

Electronic Data Interchange (EDI)

Computer to computer exchange of structured information and business documents, such as invoices and purchase orders

Technology making selling easier

Reduce Days Sales Outstanding

Required by customers more and more

Reduces your clients cost of doing business with you

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The Ampersand Advantages & Benefits



- Full E-Commerce & Back Office solutions to grow your business
- Our staff are veterans in the Print, Promotional, and Office Supply industries. **We are here to help you.**
 - Membership to PSDA and its Resources
 - Membership to PPAI and its Resources
 - Membership to ASI and its Resources
 - Membership to Q-Power and its Resources
 - Membership to Sage and its Resources



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The Ampersand Advantages & Benefits

- We handle Pre-Payments to your Vendors
- No Mandatory Preferred Vendors Requirements
- Availability to add your own Vendors
- Full vendor database with Credit Terms for
 - Print Manufacturers
 - Promotional Products Vendors
 - Office Supply Vendors



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The Ampersand Advantages & Benefits

- On staff – Composition and Art Department with full compliment of Software and Capabilities
- On staff – Cut Sheet Printing Department and Print on Demand Manufacturing operation
- On Staff – Warehouse and Distribution with full Pick-n-Pack and Kitting capability
- On staff – IT Professionals



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The Ampersand Advantages & Benefits



- We operate out of a 30,000 square foot State of the Art Warehouse and Distribution Facility
- Over 25 years experience with E-Commerce
- We host our own Servers with Redundant Backups
- We subscribe to Online Meeting Software for Presentations and Support of your clients
- Network of fellow Independent Distributors for Sourcing and Ideas

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The Ampersand Advantages & Benefits



- Vacation Coverage
 - Ability to take time off with peace of mind
 - Call forward your phone and/or fax
 - We can monitor & communicate to you any correspondence
 - Ensure your customers are taken care of



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The Ampersand Advantages & Benefits



- Library of Marketing Material that represents your product lines at your fingertips
 - Print Collateral, Videos, PowerPoints, Doc's, etc.
- Support and resources for RFP's and RFQ's
- Library of ancillary tools for sales support



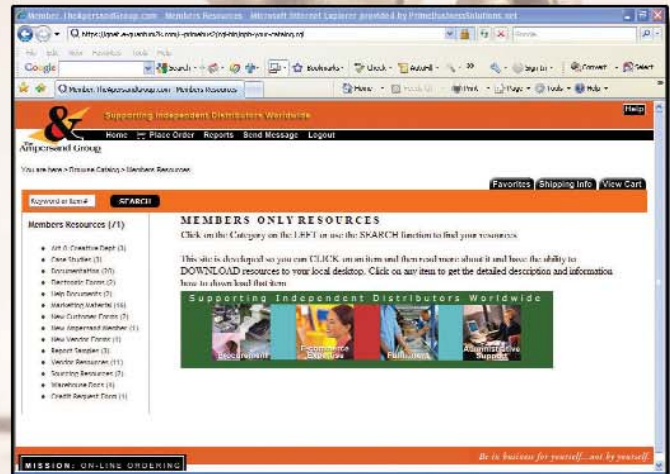
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The Ampersand Advantages & Benefits



Members Only Site

- Content rich site exclusively for our Members
 - Support Documents
 - Training Documents
 - Case Studies
 - Sourcing Documents
 - Marketing Documents
- Download PDF's, PowerPoints, Videos, and Documents
- Categorized for ease of use
- Available 24/7/365



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The Ampersand Advantages & Benefits



Members Newsletters

- Periodic Newsletter
 - Quick Links
 - Training
 - News & Updates
 - Industry Highlights
 - Tips & Tricks
 - Business News
 - Upgrades
 - Current Events





Be in business for yourself... not by yourself.

Affiliations:



Back Office Support



Volume Pricing Discounts



Accounts Payable



Accounts Receivable



Sales Tax Collecting & Reporting



Bad Debt Insurance



Collections



Marketing Collateral



Electronic Forms



E-commerce Solutions



Order Entry



Freight Discounts