



*Print Procurement  
Supply Chain Management System*

## *SCM Program*

### A. Concept

To provide end-to-end solutions for your printing procurement needs. This includes PBS acting as an arm of your company to direct and streamline procurement and distribution in an unbiased environment.

### B. Why

The first question that should be asked is why your company should shift responsibilities to PBS. The main and only answer is savings in cost as well as time management. This will allow your company to concentrate on your core functions while appointing a competent partner that can provide you with the trust, comfort and ability to save you revenue.

With the cost reduction concept creating the need for companies to outsource a host of non-core business functions, a counter concept is now necessary to deal with the proliferation of external business relationships. By allowing PBS to direct and streamline your printing needs the result will be one relationship to manage, direct and also eliminate one-dimensional vendor relationships.

If your company is like most, your highly compensated and insured employees spend over 50% of their time reading and processing paper-based information. This is over half of every working day, on average. Your cost to finance, store, distribute, use, file and maintain printed needs can range from \$30.00 to \$60.00 for every one dollar in procurement cost. With such a high cost in human and operational resources, why is so much attention spent on finding the cheapest source when it would be more advantageous to look at a full outsourced program to fit the needs at hand. By outsourcing these obligations you will be allowing your employees half of their time to accomplishing the goals they have the experience and expertise in, not pushing paper and finding vendors for items they truly do not understand the manufacturing of.

### C. The Program

This program is based on Supply Chain Management (SCM). SCM can be defined as the oversight of materials, information and finances as they move in a process from supplier to manufacturer to wholesaler to retailer to customer. SCM involves coordinating and integrating these flows both within and among companies. It is the goal of any effective SCM system to reduce inventory (just in-time printing) and increase revenue. By following this system those objectives can be accomplished

SCM can be divided into three main flows:

- 1) The Product Flow- the movement of goods from supplier to customer, as well as, any custom returns or service needs
- 2) The Information Flow- transmitting orders and updating the status of delivery and reporting
- 3) The Finances Flow- credit terms, payment schedules and consignment arrangement

These flows are all encompassed into the complete program that PBS will execute.

In a standard printing job there are ten processes to fulfill

- 1) Create a Brief
- 2) Design
- 3) Marketing Approval
- 4) Bid Job to Several Sources
- 5) Analysis Bids
- 6) Select Source
- 7) Issue PO
- 8) Produce Product
- 9) Product Distribution
- 10) Delivery, Invoicing and Follow-Up

PBS through our SCM process can combine steps 4 thru 10 resulting in:

- 1) Price reduction of Materials and Services
- 2) Reduce purchases and fulfillment responsibilities
- 3) Inventory Cost Reduction

Process includes; e-solutions, just in time and on-demand inventory management, distribution, fulfillment and kitting, reporting, warehousing, cost allocation, summary billing, systems and workflow analysis.

Fundamentally, PBS can reduce overhead by taking on the non-core operations resulting in:

- 1) Reducing the size and number of warehousing (consolidation)
- 2) Reduce purchasing, receiving and clerical staff (frequency)
- 3) Lower Inventory and related financing and insurance charges
- 4) Restrict obsolescence

PBS is taking our experience and expertise and identifying challenges and reducing total costs, speeding information to market and escalating your sales by better managing the steps involved in production.

With in our SCM program there are several subprograms that can be put in place:

- 1) Literature Program
- 2) On-line ordering program
- 3) Rebate Program
- 4) Vendor Appreciation Program
- 5) Just-N-time Printing Program

Each of the sub-programs listed are usually product specific and by imposing these programs it will streamline your printing needs while lowering costs in manufacturing as well as in time management and personal.

We offer an integrated approach to print and distribution management through:

- Distribution and Fulfillment Worldwide
- Inventory Management
- Accounts Receivable Management
- Database Management
- Digital Asset Management

To sum up this program it can be described as, a system that simultaneously procures the information, processes the job, manufacturers the job, delivers the job, invoices the job and performs the appropriate follow-up on each order to enhance a better frequency for the next job flow.

What has been discussed previously is only an overview. To have a full understanding of what PBS can accomplish for your there are many details that should be explained that is not included in this overview.

Because of these associations I know PBS can help your company create a winning plan to reduce your expenses and streamline your processes for all your printing needs.

Contact us today to walk you through how PBS can input our system for you!

**"Thank you for allowing PBS this Opportunity!"**