



# COVEST SERVICES, LP

Creating Leverage for the Business Community

## CoVest Services

CoVest Sourcing Network  
CoVest Direct Source  
CoVest Consulting

## Our partners:



General partner  
and manager of  
CoVest Services



A CoVest limited  
and strategic partner

Global leader  
in supply chain  
management  
consulting

Partner for strategic  
sourcing consulting  
and technology

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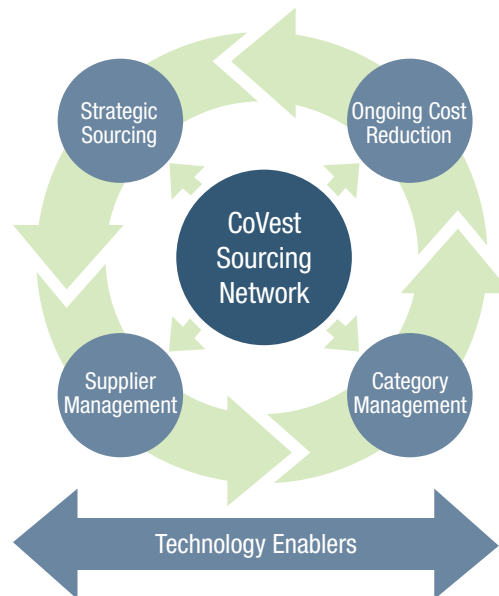
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## CoVest Sourcing Network<sup>SM</sup> Provides Instant Value Through Sourcing Common Spend

- Savings from the leverage of member companies' indirect purchasing volumes
- Savings achieved within weeks
- Eliminates the need for companies to source and manage indirect volumes
- No fee to join, no ongoing costs and no minimum purchases

**A sourcing model driven by a rigorous process well suited to use in any industry:**



Three easy steps to becoming a member:

- 1. Assess Potential Opportunity**  
Collect spend data and benchmark pricing  
Summarize savings opportunity
- 2. Select CoVest Categories to Adopt**  
Execute CoVest membership agreement and supplier agreements
- 3. Execute Member Roll-Out Plan**  
CoVest provides hands-on support

## EMPLOYEE RELATED

Temporary Labor  
Pre-Employment Screening  
Coffee & Dispenser Beverages  
Uniforms / Mats  
Flowers & Gifts

## BUSINESS RELATED

IT Hardware  
IT Software  
Computer Peripherals  
Office Supplies  
Conferencing Services

## FACILITY RELATED

Office Equipment  
Furniture  
Lubricants  
Bearings & Power Transmission  
Electrical Supplies  
Industrial Supplies  
Safety Supplies  
Janitorial Supplies  
Lab Supplies

**Our members represent over \$130 billion in annual revenue:**





## CoVest DirectSource<sup>SM</sup> Allows Multiple Companies to Jointly Source and Drive Savings

- A group of companies combine their spend in a **collaborative sourcing process**
- Results in a **customized contract** tailored to each company
- Activity funded through rebates with **no up-front costs** to the client
- Ideal for categories that have **some consistency of product and supply base across members**, but enough unique specifications that a single contract is not feasible
- Can also be applied to **single companies**

### Characteristics for successful collaborative sourcing:

- Commonality of the product/service across companies
- Existing overlap of common category-supplier relationships
- Clarity of the value proposition from the supplier's perspective
- Degree of organizational sensitivity associated with the category

## CoVest Consulting Provides a Broad Suite of Services Focused on Strategic and Tactical Management

