



Service Provider Playbook

Service Provider Offerings

12

Service Providers

6 Categories

3 Technology 

2 Financial & Legal 

2 Market & Data Intelligence 

2 Marketing 

2 HR & Health Insurance 

1 Continuing Education 

TTS

- The TTS Platform can be called the electrical manufacturer's reps ERP system!
- No other software solution does all 5 functions – Quotations, Sales Analysis, CRM, Total Order Entry and Marketing. Integrated pipeline management means more efficient and effective sales strategies for you!



The Five Modules of the TTS Platform

 Quotations	 Sales Analysis	 CRM	 Total Order Entry	 Marketing
<p>Very simple and dynamic input. "ALL" manufacturers quotes in one location. Plethora of reports including Win/Loss. Allow inside and outside to work together more productively.</p>	<p>Manage all manufacturers sales and commissions. Document management allowing for "real time" sales.</p>	<p>Tool for outside sales activity. Organize by individual, company or manufacturer. Set alerts. Ability to integrate with manufacturers CRM systems.</p>	<p>Single order entry portal. Inventory control and order management tool for all manufacturers.</p>	<p>Automated mass marketing promotions to easily upsell or cross-sell. Links to Youtube channels.</p>



REPFABRIC

- A CRM and Sales Data Management Platform Built for Manufacturers' Sales Reps
- As reps, we understand the complexities of repping multiple manufacturers. That's why we created Repfabric, the CRM, sales reporting, and commission tracking tool uniquely tailored to the needs of manufacturer sales reps.



Email Integration

Become a master multitasker by managing your customer data while in your inbox – no need to jump to another program.



Mobile App

Access your customer and sales information whenever and wherever you need it with our mobile app.



Manufacturer Reports

Stay ahead of the never-ending stream of manufacturer report requests with real-time reporting that is always up-to-date.



Sales & Commissions

Be able to quickly answer critical questions like, "How are my top accounts doing?" with an intuitive sales dashboard.

TRACK YOUR CUSTOMERS FROM PROSPECT TO PAYMENT



Activity Journal



Projects & Opportunities



Quotes & Samples



Purchase Orders



Invoices & Sales Reports



Commission Reports



REPFILERS

- RepFiles enables manufacturers to populate and manage the content on thousands of outside salespeople's devices.
- Salespeople no longer need to learn different systems, manage multiple logins or move in and out of various apps when they need to access content in front of a customer.
- Under a single account within a single app, RepFiles gives salespeople a one-stop shop



NEMRA™

NATIONAL ASSOCIATION OF ELECTRICAL DISTRIBUTORS

 Content Management <small>Update files as often as needed with an easy-to-use desktop application</small>	 File Delivery <small>Files cannot be accidentally altered or deleted by users</small>	 Personalize <small>Users can upload and manage personal content with MyFiles</small>	 Security <small>Admins always stay in control of who has access to what</small>	 Unlimited Storage <small>No storage quota for users accessing content</small>
 In-App Messaging <small>Messages from admins arrive in one centralized location</small>	 Push Notifications <small>Admins can deliver important messages to users' device notification center</small>	 Offline Access <small>Download files for offline use</small>	 Sync <small>Simply sync to receive updates to all downloaded files</small>	 Email <small>Attach multiple files from different companies to a single email</small>
 Search <small>Quickly search by file name and type</small>	 Support <small>Both users and admins can contact support@repfiles.net as needed</small>	 Compatibility <small>Files accessible across iOS, Android and Windows 10 devices</small>	 Reporting <small>Admins can see who & how often users are accessing content</small>	 Direct Access to Content Managers <small>Easy for users to request additional content or make content suggestions</small>

SFBBG

- Recover unpaid and underpaid commissions.
- Prepare and negotiate rep contracts that will help avoid disputes later.
- Counsel rep firms on succession planning, acquisitions and sales, tax issues, non-competes, and virtually all other rep issues.



Client Services

Rep-Principal Contracts	+	Litigation	+
Sales	+	Exit Strategies	+
Counseling	+	Contracting	+
Tax Planning	+	Manuals and Handbooks	+
Employee Benefits	+	Counsel Representatives	+





T.I.P.S. 4 REPS

T.I.P.S. 4 Reps has developed a custom designed review and process-oriented analysis in each of the Tax, Investment, Pension and Succession Planning disciplines, for reps.

- Tax Planning- CASH Management
- Investment Management
- Pension Planning
- Succession Planning
- REP Management (Retirement and Exit Plan)
- RISK Management (Retention, Incentive and Succession of Key People)



TAX PLANNING

INVESTMENT FIDUCIARY MANAGEMENT

PENSION SOLUTIONS

SUCCESSION PLANNING





DISC CORP

- DISC CORP has been the leading provider of electrical wholesaling industry forecasting – by national & regional market segmentation (customer type) and NAICS industry codes.
- The DISC CORP suite of applications is ideal for Electrical Distributors, Electrical Manufacturers, Electrical Manufacturers’ Representatives, Financial Analysts, Contractors, Sales Rep Agencies, and beyond.

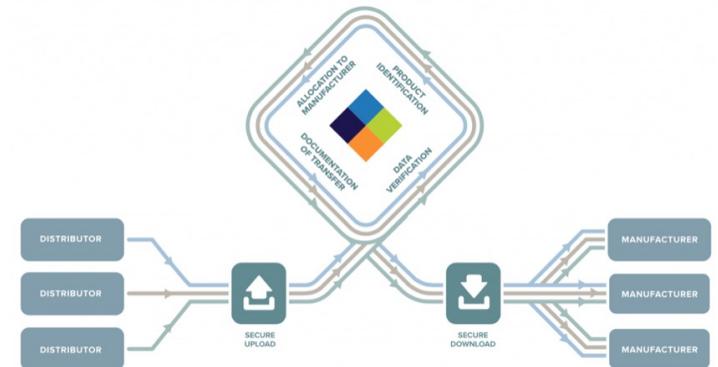


- Cloud-Based**
Easy to use software
- 5-Year**
Forecasting
- 150**
MSA Regions
- OVER 900**
NAICS CODES
- Online**
Email
Download
- CREATE REPORTS**
Download as Excel or CSV



POS Connection

- The POS Connection provides a secure industry hub for POS capture and standardization of POS data. Enabling the manufacturer to provide their reps with accurate and timely compensation calculations.
- POS Connection provides a streamlined, standardized data collection and reporting platform that connects manufacturers and distributors.



Point of Sale or Point of Transfer?

POSConnection collects, validates, and transfers both point-of-sale and point-of-transfer data between distributors and manufacturers.



Strategic X

- Strategic X Marketing is a full-service marketing firm that helps you do more – with the results you expect.
- Our experience and program examples demonstrate our track record of proven performance.
- More importantly, they all mean one thing for you; no risk—simply the results you are looking for at an affordable price.

We understand the challenges in the Electrical Industry

Successful
Projects

Customer
Focused

Results
Driven

Electrical
Industry

Focused on the Electrical Industry

Over 1300+ completed projects & counting ...

Strategic X Marketing specializes in developing integrated marketing programs that fuel your business. We engage with manufacturers, distributors, sales reps, and trade associations to deliver results-oriented strategies and programs that meet the objectives.



Implementation

- Product Launches
- Media Planning and Buying
- Marketing Automation
- Training and Support Collateral
- Sales Tools



Technical Writing

- Copywriting
- Case studies
- Application notes
- Technical Articles



Improve Visibility

- Grow keyword ranking
- Increase website traffic
- Improve global ranking



Web Development

- Hosting, coding, design and copywriting
- eCommerce Web Sites
- Microsites and Landing pages
- Website Creation (mobile optimized)



Improve Web Infrastructure

- Reduce Bounce Rate
- Get more conversions
- Improve web site architecture



Website Promotion

- Traffic Driving Programs
- Pay Per Click Programs
- Web Reporting and Analytics
- Social Media Programs

Channel Marketing Group

- Channel Marketing Group offers strategy and marketing consulting services to manufacturers, distributors, manufacturers reps, and associations focused on the electrical, lighting, HVAC, and plumbing industries.



LIG SOLUTIONS

LIG Solutions Offers Comprehensive Health Coverage Options For The Members Of NEMRA.

- Major Medical Insurance (ACA compliant)
- Short-Term Policies (non-ACA compliant)
- Medicare/Medicare Advantage*
- Vision Insurance
- Dental Insurance
- Critical Illness
- Hospitalization Insurance
- Life Insurance
- Other Supplemental Health Insurance Coverages
- Health Reimbursement Arrangements (HRAs)/Group Programs



- ✓ **We are a knowledgeable team** of insurance advisors that care, have empathy and genuinely enjoy helping people.
- ✓ **We put ourselves in your shoes** and partner with the best carriers in the industry.
- ✓ **We offer unbiased, professional advice** that will help you navigate the health insurance market.





Group Management Systems (GMS)

GMS is a certified professional employer organization (PEO) and a Benefits Administrator. We serve companies of all sizes nationwide. GMS was founded in 1996 and has helped thousands of companies take control of their HR functions. We make employee management simpler, safer, and stronger. We save you time and money. You retain full control over your employees and regain the opportunity to focus on growing your business.

Leave the HR details to us! →

SO, WHY GMS? THAT'S OUR FAVORITE QUESTION...

- We have a 90% client retention rate each year. In fact, in 2021, our retention rate was over 91%
- We represent 50,000 employees (and counting)
- We have partnered with 2,500 companies (and counting)



SIMPLER

With GMS, you don't have multiple vendors providing multiple services. You get one team with years of experience managing HR, payroll and tax, benefits, risk management, and third party administration. When you have a question, you know exactly who to call.



SAFER

GMS reduces tax liability for your company. We help you manage workers' compensation and unemployment tax rates. We help you institute policies that foster a safer environment for your employees.



STRONGER

We help you attract and retain quality employees because you can offer better benefits. Plus, because we're handling your administrative business functions, you can turn your focus back to growing your business.

Benefits

- Diabetic Management
- Group Health Coverage
- Metabolic Wellness
- Supplemental Insurance Plans
- Telemedicine
- 401(k) Plans / Profit Sharing

Human Resources

- Employee Recruiting & Training Services
- Employee Performance Management
- Human Resource Audit
- Human Resources Information System (HRIS)
- Learning Management
- Unemployment Claims Management

Risk Management

- Fleet Management
- Ohio Workers' Compensation
- Workers' Compensation
- Workplace Injury Reporting & Nurse Triage
- Workplace Noise Monitoring
- Workplace Safety

Payroll

- Online Payroll Services
- Payroll Tax Management

Benefits Administration

- Members & Providers



IPA / MRERF

The CPMR designee has demonstrated organizational management skills by completing the demanding, three-year certification program while still maintaining day-to-day business. CPMR graduates subscribe to the stringent requirements of their common Code of Ethics, thus safeguarding the integrity of their firm and the factories they represent.



Learn how to become your customer’s business partner and strengthen your key account relationships to increase sales. In today’s highly competitive and ever-changing marketplace, buyers expect more from you – more information, more expertise and more professionalism. They demand value not only in your products and services, but in your relationship with them as well.



Many manufacturers struggle to engage with their independent sales reps. From not meeting sales expectations to shifting priorities to reporting, it’s not uncommon for sales leaders to become frustrated with the independent sales rep model. The MBP program gives you the tools and processes you need to create strategic partnerships with your reps, so you can increase your sales.

