

Service Provider Playbook

Service Provider Offerings

12

Service Providers

6 Categories

- 3 Technology **
- 2 Financial & Legal
- 2 Market & Data Intelligence



- 2 Marketing 6
- 2 HR & Health Insurance



1 Continuing Education







- 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

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.



Sales Analysis

Manage all manufacturers sales and commissions Document management allowing for "real time" sales.



CRM

Tool for outside sales activity. Organize by individual, company or manufacturer. Set alerts. Ability to integrate with manufacturers CRM systems.



Single order entry portal. Inventory control and order management tool for all manufacturers.

Entry



Automated mass marketing promotions to easily upsell or cross-sell. Links to Youtube channels







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

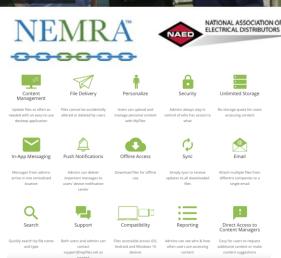




REPFILES

- 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





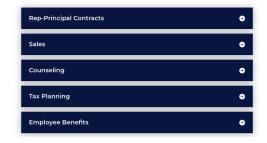


SFBBG

- 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, noncompetes, and virtually all other rep issues.



Client Services







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)



















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.













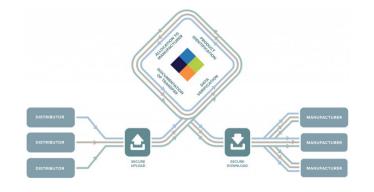






POS Connection

- 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.





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



Technical Writing

- Copywriting Case studies
- Application notes · Technical Articles



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



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



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



- · 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

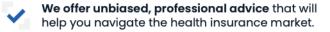
LIG Solutions Offers Comprehensive Health Coverage Options For The Members Of NEMRA.

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













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)



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.



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.



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.



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



Online Payroll Services

Payroll Tax Management



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 GSR program gives you the tools and processes you need to create strategic partnerships with your reps, so you can increase your sales.

Grow Sales with Rep (GSR) Workshop

