



BEARINGS & POWER TRANSMISSION EQUIPMENT | SAFETY SUPPLIES & EQUIPMENT | PUMPS & PUMP PARTS
 INDUSTRIAL & HYDRAULIC HOSE | INDUSTRIAL SUPPLIES | SEALS & SEALING COMPONENTS | ELECTRICAL
 EQUIPMENT & SUPPLIES | MROP PRODUCTS & SERVICES | BEARINGS & POWER TRANSMISSION EQUIPMENT
 SAFETY SUPPLIES & EQUIPMENT | PUMPS & PUMP PARTS | INDUSTRIAL & HYDRAULIC HOSE | INDUSTRIAL
 SUPPLIES | SEALS & SEALING COMPONENTS | ELECTRICAL EQUIPMENT & SUPPLIES | WELDING SUPPLIES &
 EQUIPMENT | BEARINGS & POWER TRANSMISSION EQUIPMENT | SAFETY SUPPLIES & EQUIPMENT | PUMPS &
 PUMP PARTS | INDUSTRIAL & HYDRAULIC HOSE | INDUSTRIAL SUPPLIES | SEALS & SEALING COMPONENTS
 ELECTRICAL EQUIPMENT & SUPPLIES | WELDING SUPPLIES & EQUIPMENT | BEARINGS & POWER TRANSMISSION
 EQUIPMENT | SAFETY SUPPLIES & EQUIPMENT | PUMPS & PUMP PARTS | INDUSTRIAL VENDING | BEARINGS
 INDUSTRIAL SUPPLIES | SEALS & SEALING COMPONENTS | ELECTRICAL EQUIPMENT & SUPPLIES | WELDING
 SUPPLIES & EQUIPMENT | **SMARTSOLUTIONS** | BOTTOM LINE RESULTS | SAFETY SUPPLIES & EQUIPMENT
 PUMPS & PUMP PARTS | INDUSTRIAL & HYDRAULIC HOSE | INDUSTRIAL SUPPLIES | SEALS & SEALING
 COMPONENTS | ELECTRICAL EQUIPMENT & SUPPLIES | WELDING SUPPLIES & EQUIPMENT | BEARINGS & POWE
 TRANSMISSION EQUIPMENT | SAFETY SUPPLIES & EQUIPMENT | PUMPS & PUMP PARTS | INDUSTRIAL &
 HYDRAULIC HOSE | FIRST TIER OPTIONS | SEALS & SEALING COMPONENTS | ELECTRICAL EQUIPMENT &
 SUPPLIES | WELDING SUPPLIES & EQUIPMENT | BEARINGS & POWER TRANSMISSION EQUIPMENT | SAFETY
 SUPPLIES & EQUIPMENT | PUMPS & PUMP PARTS | INDUSTRIAL & HYDRAULIC HOSE | INDUSTRIAL SUPPLIES
 SEALS & SEALING COMPONENTS | ELECTRICAL EQUIPMENT & SUPPLIES | WELDING SUPPLIES & EQUIPMENT
 BEARINGS & POWER TRANSMISSION EQUIPMENT | SAFETY SUPPLIES & EQUIPMENT | PUMPS & PUMP PARTS
 INDUSTRIAL & HYDRAULIC HOSE | INDUSTRIAL SUPPLIES | SEALS & SEALING COMPONENTS | ELECTRICAL
 EQUIPMENT & SUPPLIES | WELDING SUPPLIES & EQUIPMENT | BEARINGS & POWER TRANSMISSION EQUIPMENT
 SAFETY SUPPLIES & EQUIPMENT | PUMPS & PUMP PARTS | INDUSTRIAL & HYDRAULIC HOSE | INDUSTRIAL
 SUPPLIES | SEALS & SEALING COMPONENTS | ELECTRICAL EQUIPMENT & SUPPLIES | WELDING SUPPLIES &
 EQUIPMENT | BEARINGS & POWER TRANSMISSION EQUIPMENT | SAFETY SUPPLIES & EQUIPMENT | PUMPS &
 PUMP PARTS | INDUSTRIAL & HYDRAULIC HOSE | INDUSTRIAL SUPPLIES | SEALS & SEALING COMPONENTS
 ELECTRICAL EQUIPMENT & SUPPLIES | WELDING SUPPLIES & EQUIPMENT | BEARINGS & POWER TRANSMISSION
 EQUIPMENT | SAFETY SUPPLIES & EQUIPMENT | PUMPS & PUMP PARTS | INDUSTRIAL & HYDRAULIC HOSE |
 INDUSTRIAL SUPPLIES | SEALS & SEALING COMPONENTS | ELECTRICAL EQUIPMENT & SUPPLIES | WELDING
 SUPPLIES & EQUIPMENT | BEARINGS & POWER TRANSMISSION EQUIPMENT | SAFETY SUPPLIES & EQUIPMENT
 PUMPS & PUMP PARTS | INDUSTRIAL & HYDRAULIC HOSE | INDUSTRIAL SUPPLIES | SEALS & SEALING

SMARTSolutions for Supply Chain Management



DXP Enterprises, Inc.
The Industrial Distribution Experts
Corporate Headquarters
7272 Pinemont
Houston, TX 77040
713-996-4700

DXP is a publicly traded professional distribution management company that provides MRO products and services to a variety of industries through its Innovative Pumping Solutions® (IPS) Supply Chain Services and Service Centers.

DXP continues to stay on the leading edge of technology, training and products while attracting and retaining the best employees and partnering with the most reputable, reliable and well known manufacturers. Our corporate strategy is simply to be the best solution for the industrial customer.

A large, light gray, stylized letter "C" that serves as a background element for the main heading.

We speak your language...

Increased Productivity

Documented Cost Reductions

Efficient Supply Chain

Optimal Control

Streamlined Operations

Smart, Informed Solutions

Measurable Bottom Line Results

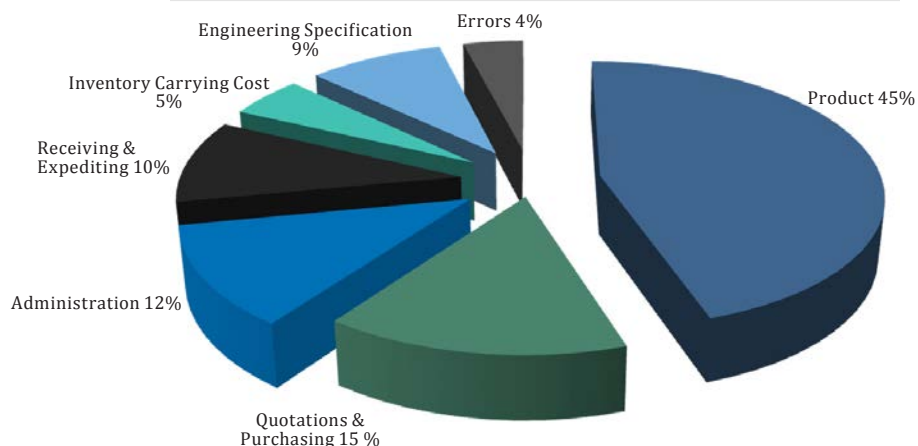
DXP will help you transform what is no longer manageable, readable or too time consuming in your supply chain and present you with **SMART**, informed solutions to help increase your bottom line.

With over 100 years in the industry and more than 60 years experience in assisting customers in the achievement of their supply chain goals, we continue to redefine the language and solutions that our competitors will someday be using...

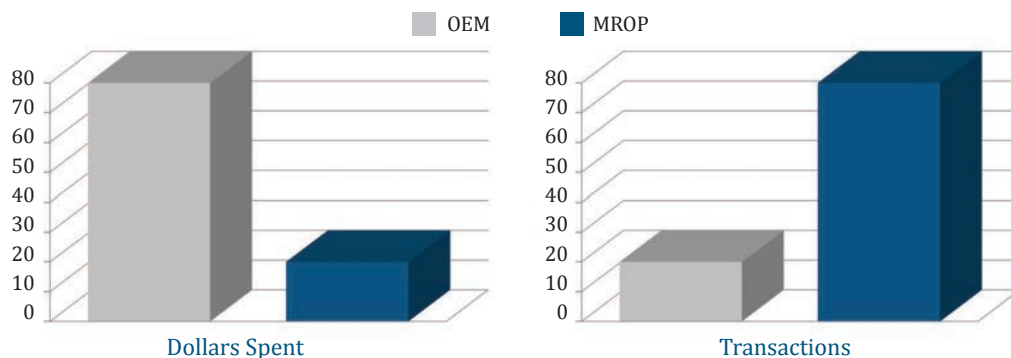


Cost reduction. Efficiency. Increased Production

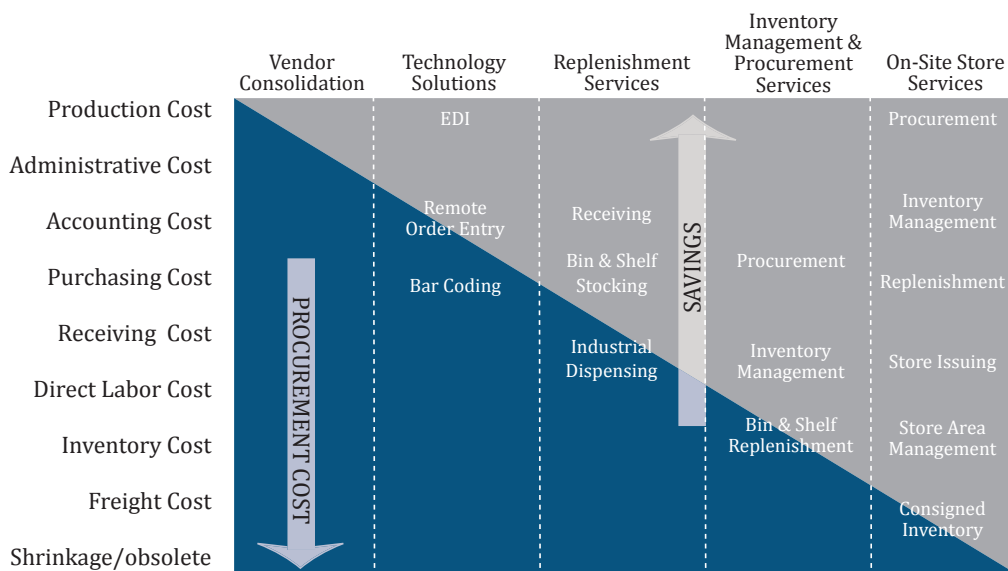
acquisition &
ownership
cost



dollars spent
vs.
transactions



continuum
of savings



Lowest Cost. Best Service.

DXP's single mission is to help our customers become more competitive. This is achieved by reducing indirect material cost, order cycle time, increasing productivity, creating enterprise-wide inventory, procurement visibility, and control. DXP has developed assessment tools and master plan templates that streamline operations, boost productivity, and remove excess cost from supply chain processes. Examples of the application of this proven process include:

- Reducing pure costs of indirect materials
- Creating enterprise-wide inventory and procurement
- Data mining to assist purchasing decisions
- Trend identification and troubleshooting for plant operations

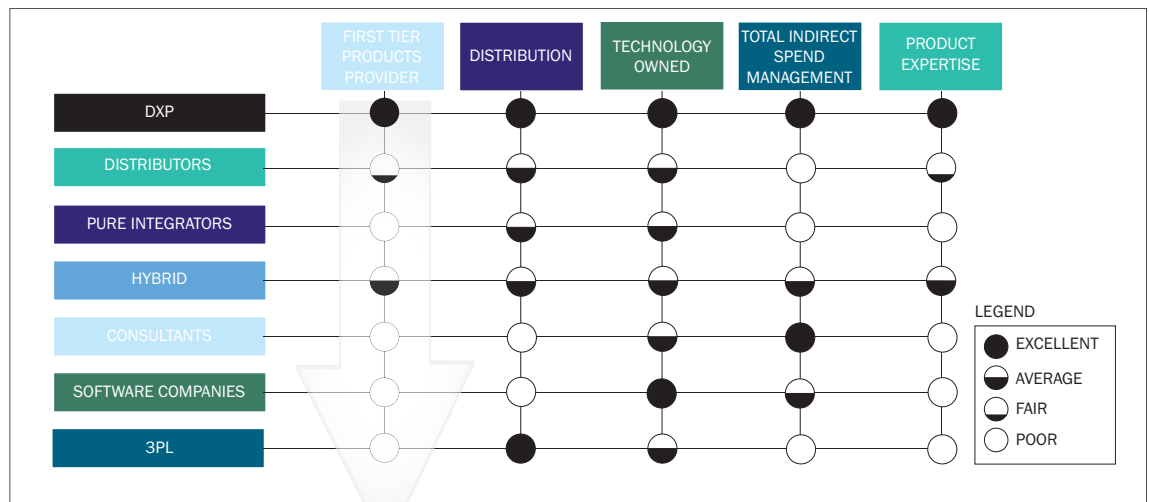
DXP Supply Chain Services owns a solid foundation in distribution and fulfillment systems, procurement outsourcing, and the technology required to integrate both seamlessly. Our multi-faceted approach allows us to use maximum efficiency and optimal control to manage the entire supply channel. DXP is the only company in the industry with the proven ability to translate these core competencies into the lowest-cost, best-service solution for our customer.

SUPPLY
CHAIN
SERVICES

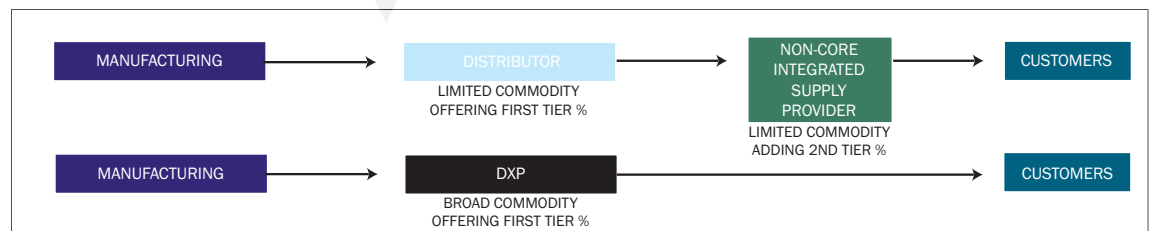
How we do what we do.

DXP's Supply Chain Services customers share many of the same objectives: guaranteed hard-dollar cost savings achieved through improved processes and systems, reduced inventory, lower unit price and increased control.

supply chain model comparison



first tier product provider



"Working collaboratively with DXP we have improved our parts supply chain so significantly that our customer expectations have dramatically increased and now we are focusing on developing a vision of and executing supply chain perfection".

Executive Manager,
Fortune 100 Company

First Tier Options. SmartSolutions.

DXP directly represents up to 90% of all the MROP products you use. Unlike many other distributors who buy products from second-tier sources, DXP takes you to the source for the products you need, so you can get them more efficiently. In fact, we are the source. We own the supply chain that directly represents more than 2 million SKUs from 11,000 manufacturers. This MRO offering is unmatched in the industrial distribution marketplace.

DXP’s SmartSolutions will help you cut product costs, improve supply chain efficiencies and know where to turn for technical support.

DXP provides you with the convenience of dealing with a single, technically capable partner. Only DXP serves you with such powerful resources.

Our main objective is to improve our customers’ competitive standing in the marketplace; therefore, our customers can expect **guaranteed savings of up to 25%.**

The message is clear – DXP has demonstrated abilities to drive savings and supply chain improvement across all industries.



BEARINGS & POWER
TRANSMISSION



INDUSTRIAL
SUPPLIES



PUMPS & PUMP
ACCESSORIES



SAFETY SUPPLIES &
EQUIPMENT

SmartAgreement

SmartBuy

SmartStore

SmartSource®

SmartVEND

SmartServ®



Optimal Control. Smart, Informed Choices.

Comprehensive Assessment

The development of your customized solution begins with a **Supply Chain Assessment** that documents existing indirect material processes, technology, and cost structure. We analyze your current and past purchasing, inventory, and storeroom metrics, to not only identify supply chain opportunities, but to also validate perceptions.



DXP takes a consultative approach to determine both the strengths, and opportunities for improvement, that exist within the customer's current indirect supply chain. The assessment determines how we can best streamline operations, drive value during procurement, and increase control of the storeroom.

As a result of the site assessment, we develop a general "Business Case" that compares the customer's current supply chain costs with the costs and value that will be realized under a DXP Smart Supply Chain Services program.

Master Plan Development

The assessment provides all needed information to develop a comprehensive indirect materials management **Master Plan**. This plan proposes customized solutions with contractually guaranteed, measurable results that include:

- Material cost reductions
- Labor cost reductions
- Supplier base reductions
- Lower freight costs
- Reduced cycle time
- Inventory controls
- Improved technology utilization

Program Verification (Implementation - Phase 1)

If the potential customer agrees with both the findings outlined in the initial Business Case and the Master Plan, that indicates a program can drive substantial value; DXP would perform a second deeper supply chain analysis. The second analysis would verify the predictions outlined in the Business Case and would create a specific sourcing strategy and detailed plan prior to the start of implementation.

Best-in-Class Implementation Strategy

Successful operations are contingent on a successful implementation. The DXP Supply Chain Services Implementation group has implemented numerous supply chain services locations throughout North America. We have and will continue to develop, based on our commitment to continuous improvement, a “Best in Class” methodology that allows us to implement with minimal disruption to our customer’s business. The DXP Supply Chain Services Group is committed to its “Customer First” mentality and is organized around each of its customers. A hierarchy of operational oversight is applied to each engagement to include a VP of Operations, General Manager and a Program Manager with unique responsibility for a single customer. Our structure allows for intense customer focus and attention. According to our diverse customer base, this structure has served them better than any previous geographically based management structure.

DXP’s Proprietary Software Customized for Your Needs

DXP owns and operates its own software companies, which provides for maximum customization, flexibility and cost containment. We develop and implement software that produces results for our customers. DXP systems are web enabled and have the ability to accept orders through our multiple systems:

- Customer e-procurement systems
- DXP’s proprietary e-procurement system.
- Direct data transfer

DXP has been building electronic content for over 15 years. At present, we have over 4 million SKUs in our e-catalog. Additionally, DXP utilizes progressive data enhancement tools and methods to transform low-quality data into usable and robust information. The unique combination of products, processes, and system expertise allows us to implement and manage programs and software focused on the indirect supply chain.



Most importantly, DXP gives its customers the commitment of its stakeholders who are on the front line everyday to ensure the success of every engagement.



**Measurable
Bottom Line Results.**



SUPPLY CHAIN SERVICES



7272 Pinemont
Houston, TX 77040
1-800-830-3973
smart@dxpe.com

