

**2023 National Sales Challenge**

**Supplementary Information for ORS Nasco Role-Play**

**Supplementary Information on Buying Group Benefits for the Distributor Members, in  
DISTRIBUTOR UNITED ALLIANCE**

The buying group will negotiate with suppliers on behalf of the membership. Each supplier program will be different, but they are all negotiated by the group on behalf of the membership.

- Base Rebate – 1% rebate from dollar 1 on purchases through supplier
- Access to industry-leading suppliers across several product categories
- Channel-specific buying groups – welding groups, construction groups, safety groups
- Access to services:
  - E-commerce support
  - Virtual training
  - Content databases (Product Information Management) – The group gains access to supplier content and manages the content on behalf of the distributors.
  - Marketing support
  - Vending machine companies
  - ERP (Enterprise Resource Planning) platforms
  - HRM (Human Resource Management) platforms
- Networking opportunities:
  - Regional meetings – suppliers and distributors
  - Annual meetings – suppliers and distributors
  - Supplier training – distributors
- Access to National Contracts gained by the group
- Freight discounts from suppliers, where available
- Pricing programs/discounts from suppliers, where available
- More lucrative payment terms, where available