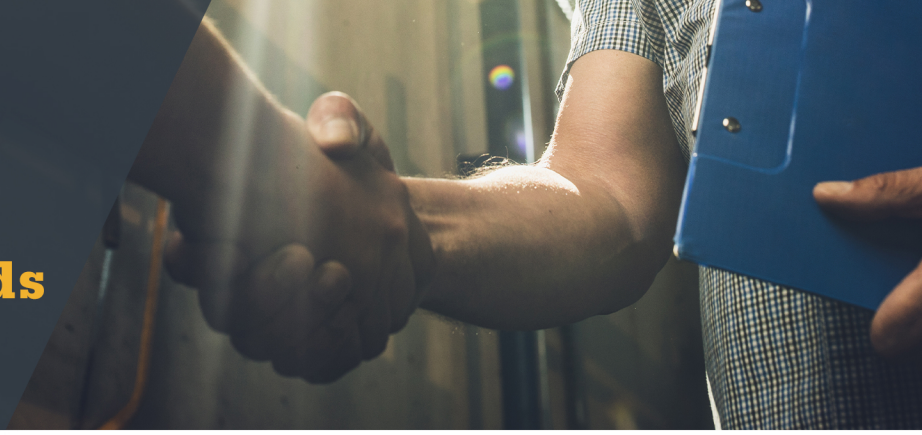
AD Service Providers

Delivering on **Business Support Needs** of our Members.



AD Service Provider Division

Leverage the size and scale of AD to vet and curate high-quality providers in the categories of: Finance & Operations, Marketing & Communications, Logistics & Transportation, IT and Human Resources. Enjoy rebates when remitting invoices through AD for select Service Providers.

PROVIDER	SERVICES	CONTACT	DETAILS
	Finance & Operations		
BLUE RIDGE FOR A MORE FORESEEABLE FUTURE	• **Demand Forecasting, Inventory Optimization, Sales & Operations Planning (S&OP) - Designed for Distributors** • Increase Service Levels to 98%+ and Reduce Inventory 10%+. • Integrates with Epicor and All ERPs. • AD Members receive 10-15% discount on initial software purchase.	Ken Carpenter (877) 547-0346 ken.carpenter@blueridgeglobal.com	Rebates
CAPTRUST	• **Retirement plan consulting** • Total retirement plan solution (CAPTRUST Direct Fiduciary®)	Chris Kulick (215) 348-8811 chris.kulick@captrustadvisors.com	
CommercePayments™	• **Automate Your Payments and Lower Costs** • We'll convert your traditional check payments into profit-generating electronic payments to earn you monthly cash back • Your organization can save time and money by automating your Accounts Payable process • Take advantage of early pay discounts with quicker approval times	Danielle Yager (585) 227-2263 danielle.yager@commercebank.com	
enable	• **Rebate Management Software** • Optimize rebate management for your non-AD suppliers • Maximize revenue with data-driven insights • Unite your trading partners through seamless collaboration	Mo Barsema (608) 444-0849 mo.barsema@enable.com	Rebates
EVO B2B	• **Credit Card Processing** • Works with all Epicor ERPs. • AD members have seen an average 19% fee reduction. *Formerly Sterling Payment Technologies*	Anthony Clark (770) 336-8416 anthony.clark@evopayments.com	
Interlynx™	• **Sales Lead Management: Streamline and "Close the Loop" on Your Sales Leads with 95% Feedback Rates** • Quote Management: Drive 2-3x higher close rates on your quote log through better quote tracking	Larry White (419) 799-1014 whitelw@interlynxsystems.com	Rebates
Lost&Found Audit. Analyze. Recover.	• **Indirect spend cost reduction** • Optimize cell phone, credit card fees, small package shipping, laundry costs and more • 100% cash flow positive guaranteed!	Jeff Lavoie (800) 280-8544 ext. 111 jlavoie@lostandfoundcorp.com	Rebates
PROFIT2	• **Profit Margin Improvement Service** • Pinpoint where to increase margin by analyzing every sale. • Improve margin by 1 point in 60 days	Paul Parsons (913) 439-9705 paul@Profit2.com	Rebates
Propelr	• **Credit Card Processing & B2B Payment Solutions** • Compatible with popular eCommerce, accounting, and ERP solutions • Simple, secure, reliable tech ensures optimized rates & savings • AD members enjoy FREE next day funding, FREE customizable payments page, FREE mobile app, dedicated 24/7 support & more	Mary K. Falleson (813) 601-3908 mfalleson@PropelrPay.com	

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Information Technology

bluon	• **Innovative HVAC Solutions** • Bluon Live App for HVAC Techs provides a database of 375k+ units with manuals, part #'s, and specs.	Brandon Havas (980) 254-0101 bhavas@bluon.com	Rebates
conexiom Sales Order Automation	• **Automatic Data Entry** • Converts emailed purchase orders into your ERP. • 10% discount for the first year.	Alex Witcpalek (630) 251-7480 awitcpalek@conexiom.com	
25 YEARS CRYSTAL TECHNOLOGIES GROUP, INC.	• **Telecommunications Management Firm** • Voice and Data Services, Cloud and Hosted Services, Data Center Services, Network Security and Professional Services. • AD members receive "Crystal Care Support" at no charge including: Design, Procurement, Implementation, Bill Review & Reconciliation, Trouble Management, MAC, and ongoing life cycle support services.	Jock Peterson (484) 881-3528 jpeterson@crystaltechnologies.com	
EPICOR	• **ERP Software** • Offers ERP systems designed for distributors.	Todd Daubenberger (952) 250-2299 todd.daubenberger@epicor.com	Rebates
Phocas. Got data. Get results.	• **Reporting and Business Analysis Software** • 90+ AD members use Phocas • 18% discount for AD members	Brian Rooney (267) 968-5745 brian.rooney@phocassoftware.com	
proton.ai	• **AI-powered sales platform purpose-built for Distributors** • Proton's three core products – Sales AI, CRM, and eCommerce AI are trusted by leading distributors large and small. • Distributors using Proton on their eCommerce site see an average increase in order value of 17% • Distributors using Proton as their CRM or as a sales platform see an increase in sales rep productivity by more than 8%	Jill Voege (317) 525-0582 jill@proton.ai	Rebates
rubbertreesystems	• **Modern Software for Distribution and Manufacturing** • Mobile sales and customer management • Business intelligence and advanced reporting • Documented cost-savings and inventory-sharing	Justin Kemper (419) 277-1162 justin.kemper@rubbertreesystems.net	
TradeCentric Formerly PunchOut2Go	• **Drive eCommerce Revenue through the Procurement Channel** • Integrate eCommerce directly into customers' eProcurement systems • Automate the order-to-invoice process, creating efficiencies • Create a competitive edge by meeting customers at their point of need	Matt Hassler (317) 354-5524 matt.hassler@tradecentric.com	Rebates

Human Resources

energage	• Employee engagement survey	Garrett Russell (484) 679-4126 garrett.russell@energage.com	Rebates
Gregory & Appel INSURANCE	• Insurance and risk management services • Broker for member owned captive	Brad Dumbauld (317) 686-6483 bdumbauld@gregoryappel.com	
GRN COASTAL	• Contingency and retained recruiting/search • Find top talent for branch and field level sales, operations, marketing, showroom, analytics, pricing and purchasing positions • Entry-level through executive/C-suite roles	John Salvadore (508) 589-6022 jsalvadore@grncoastal.com	Rebates
CultureWise	• Company culture consulting • Turnkey operating system for culture	Jake Friedman (901) 709-8118 jake@culturewise.com	Rebates
ParetoHealth	• Health insurance captive	Alyssa Wakefield (920) 210-0238 wakefield@paretohealth.com	
paylocity	• Payroll and human resources system solution • Members save when contacting Bryant McKenna	Bryant McKenna (267) 398-5154 bmckenna@paylocity.com	

PROVIDER	SERVICES	CONTACT	DETAILS

Marketing & Communications

Distributor Marketing Management, Inc. — Bringing Distributors and Marketing Together	• **Marketing** • Digital Signage, Incentive Promotions, Design & Printing	John Anderson (440) 236-5534 john@distributormarketing.net	Rebates
LEADsmart Technologies	• **AI-Enabled Smart CRM & Customer Intelligence** • Gain deep visibility and actionable insights into existing, often siloed, data from ERP, Marketing Automation, e-Commerce, & other systems. • **Leadsmart Technologies Channel Cloud™** is affordable, quickly implemented & readily adopted by sales, marketing, & customer service	Kevin Brown (833) 532-3832 ext. 107 kbrown@leadsmarttech.com	Rebates
mdm analytics — Data for actionable growth	• **Market Analytics Firm** • Target high-potential geographic regions, customer segments and product categories using our proprietary industry leading market data • Helps distribution leaders build competitive advantage with street-level market intelligence & 50+ years of industry-specific knowledge	Donnie Williamson (248) 894-1340 donnie@mdm.com	Rebates
moblico	• **Texting, Mobile App, & Mobile Ads Solutions** • Increase orders & improve customer satisfaction with simple, remote ordering tools.	Pierre Barbeau (913) 219-4604 solutions@moblico.com	Rebates
PROKEEP	• **Texting Designed for Distributors** • Allow your customers to text orders & pictures to your branches or call center • Save 350+ hours/year per location - 10x ROI	Brooks Young (225) 715-8871 brooks.young@prokeep.com	
Recurrency	• **ERP Machine-Learning Automation Platform** • Sales: for items, customers, and more across your ERP in seconds to provide a fast, error-free customer experience. • Create multi-line quotes and orders in seconds and get recommendations to avoid getting cherry-picked by competitors • Purchasing: Generate accurate forecasting, update replenishment parameters and lead times	Roy Matthew (866) 703-0377 roy@recurrency.com	Rebates
rivet MRO — *Secure your place.™*	• **Marketing Resource Organization (MRO) for Independant Distributors** • Experts in co-op marketing – can help you find and claim more co-op $ • Digital Marketing: Drive traffic & conversions through SEO, content marketing, social, email, paid search, data analysis, A/B testing, event marketing, and merchandizing strategies • Traditional Marketing: Brochures, sales promotions, catalogs, direct marketing, promotional products, & more!	Tim Rasmussen (314) 749-5988 tim@rivetmro.com	Rebates

Logistics & Transportation

AmeriGas — America's Propane Company	• **National Account Pricing for Propane** • Members save 20% when contacting Stan Cardwell • America's largest propane company with over 700 retail locations. • Serves all types of propane including forklift, heat, hot water, etc.	Stan Cardwell (901) 581-1954 stan.cardwell@amerigas.com	
COMDATA — Payment Innovation	• **Fuel Cards** • Very competitive versus WEX. • You could save 3-6 cents/gallon.	Bryant Evans (615) 496-0891 BEvans@comdata.com	
CURRI	• **On-Demand Last-Mile Delivery for Building Materials** • Curri is like Uber, for construction material delivery (hotshots and routes) • A subscription-free, pay-as-you-use service, available nationwide, 24/7 • AD members enjoy a FREE CREDIT of $40 upon signing up	Meg Jorbel (423) 455-9860 meg.jorbel@curri.com	Rebates
MOTUS LOGISTICS	• **North American Freight and Logistics Services** • Competitive Pricing with 50+ Quality Carriers (2% Rebate) • Use their tech and service to streamline inbound, outbound, & dropship	Jaron Klopstein (608) 320-2033 jklopstein@motuslogistics.com	Rebates
TAGLogistics LEGACY Freight Management, LLC	• **Logistics Consulting** • Delivery route design & Company fleet cost management • **Distributor freight cost management program** • Preferred LTL rates & customer freight recovery	Chris Loonie (860) 305-6311 cloonie@taglogistics.com	Rebates

AD *Service Providers*

Together, we win.

To inquire about AD's Service Provider Division please reach out to:

Kevin Druecker, Vice President, AD Member Programs

O (215) 644-3729 • C (610) 329-9167 • kdruecker@adhq.com

Sebastian Gruenheid, Senior Procurement Manager, Professional Services

O (215) 644-3756 • C (610) 579-0362 • sgruenheid@adhq.com