



Supplier Profile

Company information

Company Name _____
 Corporate Address _____
 Country _____
 Phone _____
 Fax _____
 Website Address (URL) _____

Contact information:	name	phone	email
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Company President /CEO	_____	_____	_____
National Account Contact	_____	_____	_____
Nat. Acc. Cont. Reports To	_____	_____	_____
Information Technology Contact	_____	_____	_____
Ecommerce Contact	_____	_____	_____
CFO	_____	_____	_____
Contract Manager	_____	_____	_____

Sales Information

List your lines of business and annual sales volume for each.

 Total _____

What is your average dollar amount per PO? _____

What is your estimated % of annual dollar volume lost to non-compliance? _____%

What is your estimated annual customer service expense as it relates to order Processing, invoice reconciliation, contract management, and product research (e.g. FTE's x Average salary/benefits)? _____

What % (estimate as necessary) of your business comes from each of the following sources?

Phone _____	EDI _____	OBL _____
Mail _____	Email _____	Web _____
Fax _____	XML _____	Other _____



Please list your distributors.

What % of your business is through distribution? _____%

Please list all group purchasing organizations with which you are affiliated and the % of business each GPO represents.

Product Information

Approximately how many inventory items (SKUs or stock keeping units) do you have?

How often do you update your catalog content?

Annually	_____	Quarterly	_____	Weekly	_____
Semi-annually	_____	Monthly	_____	Daily	_____

How frequently do you update your customer price lists?

Annually	_____	Quarterly	_____	Weekly	_____
Semi-annually	_____	Monthly	_____	Daily	_____

Are there special requirements for ordering your products? Yes_____ No_____

If yes, please explain (i.e. minimum order requirements, tiered pricing, configuration tools needed)_____

What sorts of product promotions and/or specials are common with your company?

_____ Sales promotions	_____ Conversions from other vendor pricing
_____ New product specials	_____ Guaranteed savings
_____ Volume pricing	_____ Discounts for early payment
_____ Rebates	_____ Other (please provide a short explanation)



Information Technology

What Enterprise Resource Planning (ERP) system does your Company have?

- | | |
|---------------------------------------|---|
| <input type="checkbox"/> Baan | <input type="checkbox"/> Peoplesoft |
| <input type="checkbox"/> Oracle | <input type="checkbox"/> SAP |
| <input type="checkbox"/> J.D. Edwards | <input type="checkbox"/> Proprietary |
| <input type="checkbox"/> Lawson | <input type="checkbox"/> Other (please explain) _____ |

What computer operating system does your ERP system use?

- | | |
|---|-------------------------------|
| <input type="checkbox"/> Windows-NT | <input type="checkbox"/> UNIX |
| <input type="checkbox"/> Other (please explain) _____ | |

What database does it use? _____

Internet Information

Does your company have an internal intranet? Yes _____ No _____

Does your company participate on an extranet with customers?
Yes _____ No _____ Explain _____

Approximately how many of your employees have access and/or authorization to use the Internet?
_____ All _____ over 50% _____ 25%-50% _____ under 25%

What type of electronic commerce initiatives are you currently involved in? _____

Do you have an electronic catalog that includes product description? Yes _____ No _____
If yes, what % of the items have a product description? _____ %
Does it include pictures? Yes _____ No _____

If so, what format? _____ Access _____ Quark/Pagemaker _____ Text _____ Excel
_____ HTML _____ Other (please explain) _____

How do you manage your catalog content with respect to your commodity space?
In house, who is responsible? _____
3rd party, who are you using? _____

Please fax your reply to: 615-344-5226
Or complete and submit online at: www.empactHealth.com (click on Members)