



# OFFICE VENTURES INCORPORATED

## • Solutions and Opportunities



- **Governmental Spend Data**
  - Federal
  - State
  - County
  - City
  - Schools
  - Municipalities
- **Current and New RFP/RFQ Alerts**
  - Open for bid today
  - As they become open in the future
- **Historical Purchasing Details**
  - Who sold it
  - At what price
  - Who was the buyer
  - The Purchase/Requisition Agent contact info
- **Competitor Activity**
  - What agencies are they selling to?
  - What pricing are they using?
  - What product items are they selling?
- **Purchase/Requisition Agency Contacts**
  - Name
  - Email address
  - Phone number
  - Location
- **Review Multi-year Contracts**
  - Plan for when they are due for future renewal
- **Define and modify your search criteria to give you the best results**
  - Helping to improve your bidding success



- **Manufacturer Consulting**
- Strategic Channel Entry Planning
  - Non-Traditional & Traditional
- Contract Review and Guidance
  - Program assistance to create true ROI
- Drop Ship program strategic assistance
  - Development and planning
  - Analytical review and refinement
- Content Guidance
- Marketing strategies to create reseller sales
- **Business Consulting**
- Improve Operation Efficiency
  - Reduce redundant tasks
- Custom Report planning and automation
- Purchasing Efficiencies
  - What to stock and not stock
  - Maintaining stocking item inventory turns
  - Improving profit margins
  - Create and utilize vendor Drop Ship program
- Buying at the “True” best cost
- Improve commission strategies
- Strategic Bid Support & Assistance
- Contract negotiations