

Jan/San & Paper Linecard



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Group Laurier Key Statistics

- Lowest Total Cost of Ownership
- 20+ Years of Distribution Experience
- Single Source Supplier
- 4,500 Distributors in North America
- 7% of **Jan/San & Paper Distributors** Use SX.enterprise

About Group Laurier

Group Laurier delivers integrated best-in-class solutions that address the essential challenges that jan/san & paper distributors face in all areas of their businesses such as **financials, supply chain planning, relationship management, demand management, ERP, warehouse management, business intelligence** and **Ecommerce**. Our mission is to provide the distribution marketplace with comprehensive business solutions. We have worked with hundreds of distributors just like you to implement best practices in customer service, inventory management, logistics, warehouse management and fiscal consistency.

We are a stable, reliable company with three decades of experience helping the distribution industry solve its essential challenges. These platform-independent solutions prove their value every day, helping SX.enterprise users reduce operation costs, increase cash flow, improve margins, drive revenue and gain competitive differentiation in the marketplace.

- **Laurier Best Price & Rebate** - All vendors are now publishing multiple vendor contracts based on locations, customers, products, end-user type and volumes. With Laurier, we empower your CSRs to give their customers the best pricing and capture the best rebate, using our dynamic price/rebate algorithms while looking across your entire organization to maximize your EOQs.
- **Laurier Supply Chain Scorecard** - Our customers achieve a sustainable competitive advantage. It provides a common framework to drive process efficiencies throughout the channel, improve channel performance and reduce costs for all parties involved, including end-users.
- **SX.enterprise Forecasting & Planning** – Distributors today work with large volumes and small margins. It is critical these distributors have the ability to review their current requirements and run “what if” scenarios against those forecast models. Having dynamic forecasting functionality will enable you to adjust to this ever-changing market place. Forecasting the old way (HITS) will leave you and your company behind all the rest.



SX.enterprise Distribution Users

The SX.enterprise solution is driving the flow of more than \$100 billion of goods and services through the North American supply chain. There's a reason for that-- comprehensive solutions focused solely on solving the industry's challenges. Group Laurier is helping thousands of distributors optimize their operations and reduce costs.

LAGASSE & SWEET
Cleaner's Supply
AMERICA'S LARGEST DIRECT SUPPLIER OF DRYCLEANING PRODUCTS
WestCoastPaper
PaperlinX
DIXIE PAPER CO. INC.
Dalco Enterprises, Inc.
The Eastern Bag & Paper Group
Spicers Paper
WAXIE SANITARY SUPPLY
Serving the Customer is the Focus of Everything We Do.

"SX.e has a strong backbone with modules developed based on the Jan/San industry's best practices. One of the strongest features is the emphasis on inventory control, a distributor's biggest investment."

