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Stellar DCS Program
Documented Cost Savings

OUR DOCUMENTED COST SAVINGS PROGRAM

What It Is and How and Why It Works

The Documented Cost Savings Program is a simple yet elegant plan: our customers agree to purchase a higher volume and a wider range of products when purchased through us, but only once we have proven that we can produce documented costs savings. It is a mutual benefit for both parties. In recognizing our vision to create "Ideal Customer-Supplier Partnerships" this program enables us to act as advocates for our customers' best interests.

By implementing this program, we aim to maximize profits and inventory turns. Creating better capacity through better processes leads to increased revenue per machine, while also reducing capital requirements for new equipment. Extrapolating this concept across multiple products results in reduced overhead and carrying costs.

OVER \$131M
SAVED since inception in 2010
\$12+M APPROVED DCS IN 2020

We have clearly demonstrated the value of our win/win partnership approach that the DCS program was designed to generate. In 2020 alone, in the midst of a pandemic, we and our partners combined to generate more than \$12.million in customer approved documented cost savings.

When you partner with us, you get personal service beyond product supply. Our value-added services enable you to benefit from our technology and training, from systems designed for customers to proficiencies enabling your success.

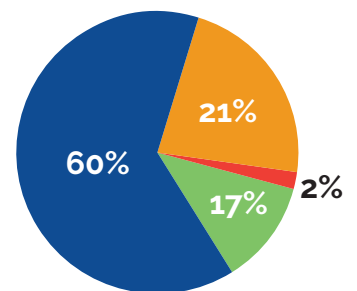
\$46,376
APPROVED DCS AVERAGE
across **276 customers 2020**

\$20.2M APPROVED DCS IN 2018
ACROSS 395 CUSTOMERS

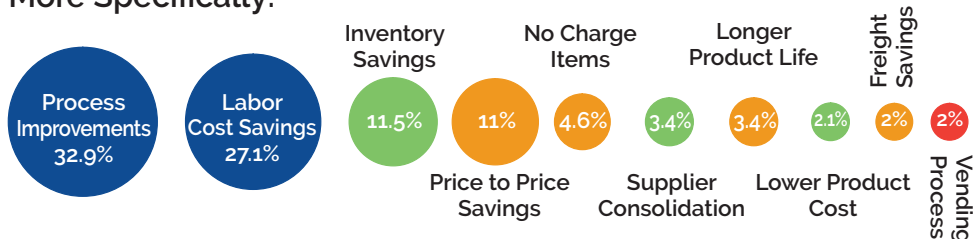
\$17.2M APPROVED DCS IN 2019
ACROSS 304 CUSTOMERS

2020 DCS Through:

- Expenditure Reduction**
- Process Improvement**
- Revenue Enhancement**
- Asset Improvement**



More Specifically:



STELLAR