



TREYA partners

**Private Equity's Exclusive UPS Small Parcel
Group Purchasing Organization (GPO)**

Treya Partners offers Private Equity (PE) the first and only Group Purchasing Organization (GPO) contract with UPS, providing PE-owned portfolio companies with industry leading small parcel purchasing power. Members benefit from market leading pricing and service levels, achieving typical savings of 15-25%.



Leading Mid-Market Private Equity Procurement consulting firm (founded in 2006, HQ in San Francisco)



Comprehensive procurement offering including GPO contracts and strategic sourcing, addressing both indirect and direct spend



Dedicated team of supply chain experts with deep transportation expertise



Unique GPO offering in partnership with UPS

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WHY UPS?

The world's largest package delivery service, with 480,000 employees delivering 21 million packages a day

Fresh investments in new hubs and better technology, with annual capital spending at \$5B+ in recent years

Recent improvements include introduction of 7 day a week delivery, expanded hours, more pick up locations, and more sophisticated package tracking

Commitment to growing its Private Equity practice, with seasoned resources dedicated to this unique market segment

TREYA + UPS: KEY BENEFITS FOR PRIVATE EQUITY PORTFOLIO COMPANIES

Leveraged Pricing

- Volume leverage benefits from the combined small parcel purchasing power of all Treya PE clients
- Pricing immune to seasonality, portfolio volume spend variability, or the sale of individual companies within a Private Equity portfolio
- Highly competitive pricing without spend or volume commitments
- Additional discount and customization consideration available for larger accounts
- Potential for pricing improvement over time as volume across portfolio increases
- Treya provides a complimentary, shipment level data-driven small parcel savings analysis for each prospective Private Equity portfolio company client to quantify the benefits of joining Treya's small parcel GPO contract

Category Management and Analytics

- Shipment level data-driven identification of program optimization opportunities, including mode shifting and DIM rationalization
- Holistic small parcel program review that assesses other factors impacting small parcel costs, including accessorial charges, minimum rates, packaging, and inbound shipping
- Monthly reporting with detailed cost intelligence from shipment level data
- Proactive identification of cost increase trigger points
- Budgeting estimates based on carrier price changes (e.g. fuel surcharges, DIM changes, list price changes, etc.)
- On-demand analytics
- Opportunity assessment for additional non-small parcel spend areas (e.g. LTL, Ocean, etc.)

Account Management

- Pre- and post-implementation support
- Multi-level account management and support
 - UPS local and regional account team
 - UPS private equity team
 - Treya Partners team
- Access to additional UPS business units and solution centers
- Active UPS GPO contract management by Treya, maximizing benefits realization and eliminating portfolio companies' need to invest time on contract oversight

PROCESS OVERVIEW



FREQUENTLY ASKED QUESTIONS

Will I have a new account number?

If you have existing UPS account number(s), we will use the same account numbers and transition them to Treya Partners GPO contract rates. We will create new account number(s) for new UPS customers.

Will I lose my local account rep?

If you currently have a local UPS account rep, your rep will not change unless you are dissatisfied with the current service levels, in which case we will work with UPS to either improve the service or have a new local account rep assigned to you.

What happens when a company is divested by its Private Equity owner?

The Treya Partners small parcel pricing will remain in place for 12 months after a portfolio company is sold. Often, there is another Private Equity investor and Treya can continue to offer the program as long as private equity ownership exists.

What is the role of Treya Partners?

To provide a comprehensive small parcel solution, work on your behalf to ensure best in market pricing, and support program optimization, adoption, and management.

What additional resources are available from UPS through the Treya Partners contract?

You will have access to the UPS private equity team as well as their solutions groups.

About Treya Partners

Leading provider of Procurement Improvement services to mid-market Private Equity fund sponsors (and their portfolio companies) since 2006. Clients include over 40 PE funds.



Leading mid-market focused procurement value creation firm - serves over 40 PE firms



Serves numerous sectors, including manufacturing, distribution, retail, technology, and healthcare.



Founded in 2006 by former practice leads of top supply chain consulting firms



Portfolio company focused projects typically result in 3-10% EBIT impact



Broad and deep expertise across all indirect, and many direct, spend categories



Culturally sensitive approach - aggressive with a "soft touch"



HQ in San Francisco - serve clients nationally



Unique, results-driven, risk-free approach to value creation