





TAKE ADVANTAGE OF  
OUR STRUCTURED,  
YET BOUTIQUE  
APPROACH TO  
CUSTOMER SERVICE  
AND OUR UNIQUE  
NATIONAL AND  
INTERNATIONAL  
NETWORK OF  
SUPPLIERS AND  
PARTNERS.

An Innovative and well-connected provider of Print and Print-related Message Delivery solutions. Far more than just a Print Manager, TO Management provides a one-call personalised end-to-end solution, a proactive and reactive extension to the team.

The buying power and strategic leveraging of TO Management allows our clients to enjoy consistent below market pricing. Savings are an organic byproduct of our business, allowing us to concentrate on service and delivery.

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## Print Management

Our core strength is in managing and coordinating every aspect of your print and print-related projects so they are cost-effective, on-time and to the agreed specifications and brand guidelines.

Our print consulting expertise and experience provides process improvements, quality control measures, negotiation strength and purchasing power so you can receive the optimum print management solution and experience.

## Some of the Products Procured

- > PRINTED COLLATERAL  
Web, SheetFed Offset, Digital, Large Format
- > DIRECT MAIL  
Printed component, Mailing services, Postage and distribution solutions
- > TICKETING & LABELLING
- > VARIABLE DATA SERVICES
- > STATIONARY  
Custom Business Cards and admin products

Our broad supplier base is selected and monitored based on:

QUALITY  
COST STRUCTURING  
LOCATION  
PRODUCTION CAPABILITIES

## Signage & Display

Signage production requires a different set of skills, skills we are proud to have at TO Management. Using our experience and network of signage installers we measure, source and install all sign and display projects. We ensure that these signage projects follow the same business rules and brand adherence as printed product, to bring consistency to the entire campaign or site.

Our Signage solution has proven to be a great value-add to our client base and again strengthens our position as the one-call solution.

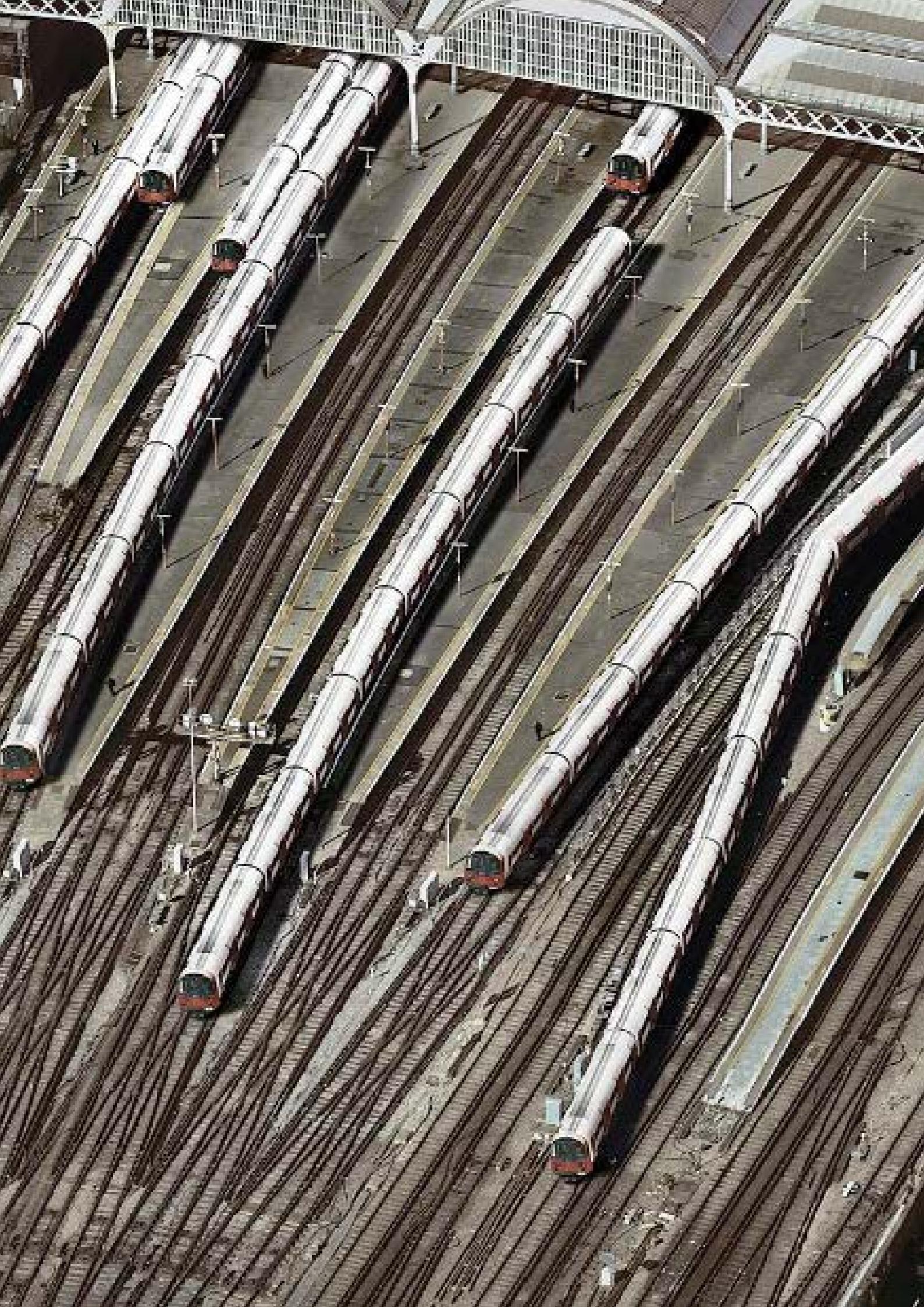
## Design & Photography

As with print and product procurement design also has a place in our business. We offer low to high range design services and digital asset management to store artwork and resources for repeated future use or adjustment, updates or reengineering.

Having a central portal for artwork and resources ensures brand cohesion and also a central point for flight checking and issue resolution.

All aspects of our design and pre-press services are designed to provide the clients with a reactive one-call solution. Again this centralisation of design and pre-press consolidates supply chain and adds an extra layer of ownership to the relationship.





## Promotional

Through our partner company in Asia, [www.Printsourceglobal.com](http://www.Printsourceglobal.com) we source and produce all facets of promotional and merchandise products.

Our on and offshore footprint and our 'on-the-ground' Multilingual staff in Asia provides us with a 'no risk' solution to offshore procurement. We deliver world wide and have numerous clients throughout Europe and Asia Pacific who enjoy the great range of products and savings on offer.

## Distribution & Fulfilment

A strong distribution and fulfilment service is value-add we feel compliments our purchasing well and is utilised by all of our clients.

We have Warehouse locations within NSW and VIC and through our Interactive order form process we offer clients the ability to draw down from short or long term stored products.

The strengths to our distribution service are our relationships and buying power with our freight providers. These partners supply POD and tracking for all freight components

We handle multiple push and pull distribution projects and multi product kits for a variety of our clients needs. Our ability to bring together product from Multiple suppliers and locations and push out as complete seemless kits again highlights the management proposition.

Our Storage and distribution capabilities allow our clients to preorder and order in qty's that allow them to the enjoy economy of scale. We regularly pro-actively advise our clients on such economies as part of the Customer Service experience.

RISK MANAGEMENT  
to  
MAXIMIZE RETURN

### **Successful procurement depends on how you manage the risks.**

- > Employing skilled staff
- > Maintaining our accredited supplier base
- > Providing a hands-on project management approach
- > Making payment to suppliers only after performance benchmarks have been met
- > Maintaining robust supplier relationships
- > Ensuring clear processes are in place
- > Providing cultural understanding of TO Management

Culturally it is important to develop supplier relationships through a strong sense of trust and respect. This is achieved by having staff who engage with the supplier, monitoring and managing the project in person, both formally and informally.

# BUSINESS MODELS

TO Management offers a variety of tailored business models to suit the shape of the account and the requirements of our clients.

Below are three sample models we operate.

We are happy to discuss any specific needs without hesitation.

## **1 RETAINER BASED SERVICE MODEL**

This option is a consistent service based solution with ‘Sell -at-cost’ production invoices. Renumeration is based on a forecasted and agreed resource requirement of the account. Measured by time or frequency of transactions. This model offers clients a regular invoice amount to assist with the forecasting of budgets and also allows best market prices are passed on in absolute full.

## **2 MARKET PRICING, VARIABLE MARGIN**

This model is geared to highlight and take advantage of the TO Management buying power. Renumeration is based on an agreed percentage addition between the lowest price and the ‘Market Rate’. Market Rate being the average cost from the market. This ensures that the client enjoys not only the full service offering from the TO Management team but also pays below market rate.

## **3 FIXED MARGIN MODEL**

This model is a 100% transparent model geared to provide clients with a consistent trackable production margin that can be included in each invoice line or invoiced monthly. History has shown that this model yields consistent below market costs. And again includes the full service offering provided by TO Management. This Fixed margin is based on an agreed rate which covers the resource and activity of the account.



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