

Welcome to the spend management economy.

46% AVERAGE SAVINGS!

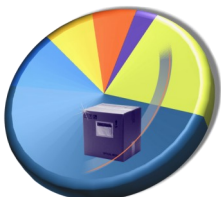
It's no longer business as usual. Which is why top companies worldwide have chosen PA & Associates' no-risk suite of services as the way they manage FedEx, UPS and DHL expenses.

Now it's your turn.

PA & Associates has been **negotiating world class small package carrier agreements** for 18 years. The company has been featured as a *Top Fastest Growing Private Company* by Business Journal Publications, by Microsoft in *Success Stories* and featured on USAir's Sky Radio for the show *Industry Innovators — Best of Breed*. Why? Because our comprehensive suite of logistics spend management tools work...and don't cost anything since the professional fees for the service are paid by splitting the savings with you.

Our performance-based service offering include:

- **LogisticsSaver™**: an outsourced bid and negotiation of world-class carrier agreements where the critical project steps of benchmarking, RFP, bid, response, negotiation and analysis are fully outsourced to us and completed in a best practice methodology, dealing directly with FedEx and UPS pricing groups. Monthly analytics and reports are issued through the online ReportingSuite portal and ensure that savings are calculated accurately, along with providing insight and visibility into the logistics spend for additional optimizations



PA & ASSOCIATES

Logistics management

SERVING A GLOBAL MARKET WITH WORLD-CLASS CARRIER AGREEMENTS AND SPEND MANAGEMENT SOLUTIONS

based on data and sound reasoning.

- **InstantSaver™ International Edition** is a “no bid”, 48-hour turnaround savings by piggy-backing on a pre-negotiated and highly discounted tariff agreement managed and owned by PA & Associates. Gain an immediate savings and handle on international outbound and inbound spend management with all of the benefits of maintaining the direct relationship with the carrier. Complete access to ReportingSuite for reporting and analytics.
- **InvoiceSaver™**: An enhancement to ReportingSuite, this online software provides extremely detailed small package analytics in a graphical dashboard view for senior financial decision makers and logistics operational staff. Features include audit of carrier invoices for all areas of potential overcharge, refund for late packages, distressed package alert and vendor contract compliance. Dozens of reports allow for deep visibility into all areas of the small package network and provide carrier accountability.
- **FreightSaver™**: Spot quotes through our preferred pricing freight desk for LTL, truckload, ocean and air container freight. For more intensive freight environments, a fee for service negotiation is offered as well as direct access to our online transportation management system to rate, route and book loads and automated bill of lading creation. Freight payment services available.

In this economy, you've got to manage every transportation dollar. Get lean and under control with solutions from PA & Associates.

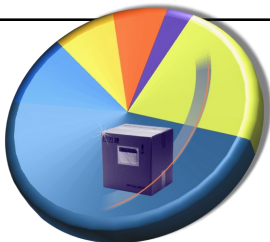
866-200-SAVE (7283)

www.paaa.com

ClientList

Representative Client List (partial) as of
November, 2008

- Aether Systems
- AKJ Books
- Ambu Medical Devices
- American Podiatric Medical Association
- Ampro Sports
- AutosplICE
- Baltimore Coffee & Tea
- BFPE, International
- Brook Mays Music
- Calvert Wholesale Florists
- Cenegenics Medical Institute
- Centon Electronics
- Chesapeake Ceramic Supply
- Choice Ministries
- Cleveland Golf
- D-Link
- Davis Instrument/Davis Calibration
- Danskin
- Displayworks
- Discus Dental
- Dynamic Details Inc. (DDI)
- Edwin Watts Golf
- Fieldstone Mortgage
- G & G Outfitters
- The Greene Turtle
- JPB Enterprises
- JDA Software
- Keller Foundations/Hayward Baker
- Kelly & Associates Insurance Group
- Kevis Rejuvenation Programs
- KTBS Payroll
- Lax World
- Legg Mason
- LifeCell
- Lionel Trains
- Motif Designs
- MICROS Systems
- MWB Business Systems
- NLS Animal Health (a division of Henry Schein)
- OnePak
- Passion Conferences
- Performance Sports
- Phenomenex
- Professional Beauty Supply
- RSD—Total Control
- Shared Services Consortium
- Sixstep Records
- Southland Micro/Staktek
- Tessco
- VeriFone
- Vicour Holdings
- Vistar Foods/Roma Foods
- Volcom
- Utz Quality Foods
- Vegas Gourmet Popcorn
- Wellspring Capital Management
- Wythe Will Distributing



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For more information, please visit www.paaa.com

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