



DELIVERING
CONTENT
IN CONTEXT

BRING REP MARKETPLACE TO YOUR TEAM

The sales materials your Reps need, the analysis you want

Rep Marketplace streamlines the ordering, management, production, distribution and reporting of all Marketing and Sales Rep collateral and sample ordering activity. You'll reduce administration time while gaining real-time information to manage resources and budgets.

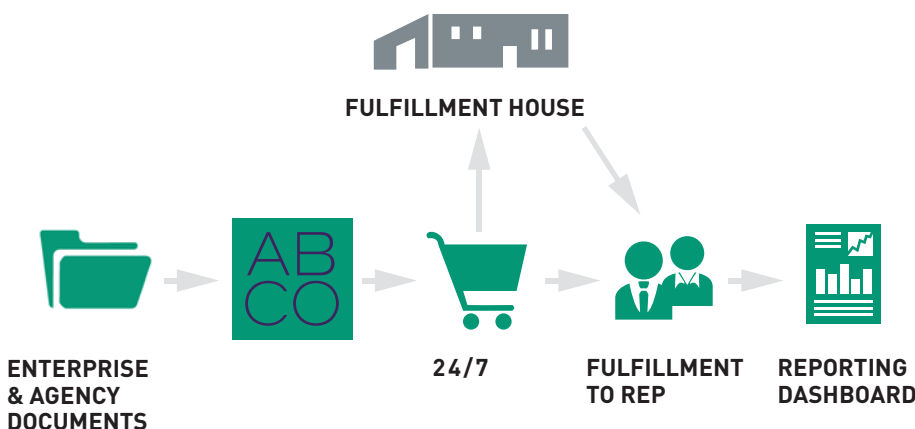
ONE SOLUTION - ABCO works directly with you and your agencies to produce collateral according to your specifications. We carefully manage your inventory, fulfilling collateral orders and sending sample requests to your fulfillment house for delivery to Reps.

24/7 ORDERING - Rep Marketplace gives your Sales Reps 24/7 access to an online shopping cart. All sales and marketing support materials, from collateral to samples, are coordinated through one efficient tool - customized and branded to your company.

QUICK DELIVERY - Our streamlined inventory system shrinks lead times and reduces obsolete materials, ensuring your Reps always have the most current materials. We support multiple vendor distribution centers and we can ship to multiple locations, including Rep lockers and destination requests such as doctors' offices.

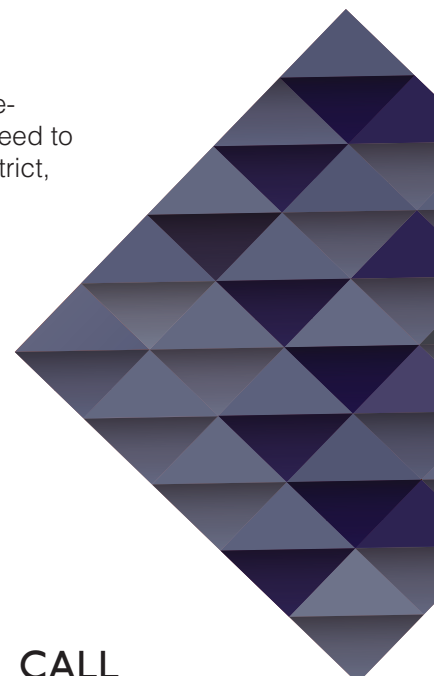
REDUCED ADMINISTRATION - ABCO manages the administration, freeing up your internal resources to focus on your core business. While we reduce the time you need to spend on administrative efforts, you always have complete control over budgets, material usage and approval processes.

REAL-TIME ANALYSIS - A real-time dashboard and customized reporting gives you up-to-the-minute data for tracking approvals, budgets and ROI. You always have the knowledge you need to analyze material effectiveness and performance from the individual Rep level up through district, regional and upper management levels.



- ABCO works directly with your Agencies (and sample fulfillment house)
- ABCO manufactures collateral
- ABCO inventories material
- ABCO fulfills orders

- Online, customized, branded ordering shopping cart open 24/7 for collateral, samples and all Rep tools
- Real time budget analysis
- Customized reports for analysis



CALL
MATT FISHBACK
TODAY AT
(214) 565-5220

Ask for a free evaluation of your sales collateral processes

“With four different sales teams each selling multiple products, it’s crucial that representatives always have the most current sales collateral in their hands. The Rep Marketplace solution provides ease of access and reliable delivery of materials, which is key to our overall sales success.”

— **Pharmaceutical
Brand Director**

PUT ABCO ON YOUR TEAM

ABCO, Inc. has been in business for more than 50 years. Pharmaceutical, Biotech and Medical Device organizations depend on us to support their sales, marketing and training groups. We add value by managing the details so you can focus on your core business.

A TURNKEY SOLUTION

Rep Marketplace offers a customized suite of services including software for online ordering, project management, manufacturing/production, inventory management, distribution and reporting. Our customized solution brings together all of the sales tools your Reps need, including sample ordering. It gives your organization a single, easy-to-use tool for ordering and reporting.

A SINGLE, EASY-TO-USE TOOL

- One organizational tool with single user login through your existing intranet
- A fast and easy 24/7 shopping cart reduces ordering time
- Customizable controls let you decide the approval process
- Reps can order directly from past orders and save carts for viewing and re-ordering
- PDF/Electronic documents can be stored and downloaded
- Pending orders can be viewed against budgets
- Highly customizable site allows for enhanced branding and announcements

A SOLUTION FOR SAMPLES

- Approved sample orders are submitted directly to your fulfillment house
- Automated emails indicate an order is ready for approval
- Order fulfillment information goes back into system for easy tracking
- Samples inventory is maintained through the Rep Marketplace system
- Dollar values are placed on samples for budget tracking
- The system allows for multiple warehouses, as needed
- It can accommodate multiple gatekeepers/approvers, as needed
- Pre-set sample ordering is available on a per-Rep basis
- ROI analysis information assists in evaluating and planning

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Find out how you
can put ABCO on your
sales team

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