



The Power of Face-To-Face

A Driving Force for Buyers + Sellers

Starting Shortly





Who is ECRM?

ECRM has over 25 years of experience bringing efficiencies and effectiveness to the buying and selling process by connecting buyers and suppliers through key programs that merge digital and face-to-face platforms. We also fuel your business with insight and thought leadership that points forward to where the industry is going, so you can be a step ahead in an ever-changing landscape.

We're here making it happen, being your catalyst, your engine, your spark.
ECRM is a driving force for buyers + sellers.

ECRM Programs

By the Numbers:

- 4k Buyers utilized ECRM Programs in 2019
- 5k Suppliers utilized ECRM Programs in 2019
- 600k Products in the RangeMe Platform
- 330k Appointments scheduled in 2019
- 92% of attendees would recommend ECRM

Addressing Multiple Categories + Segments

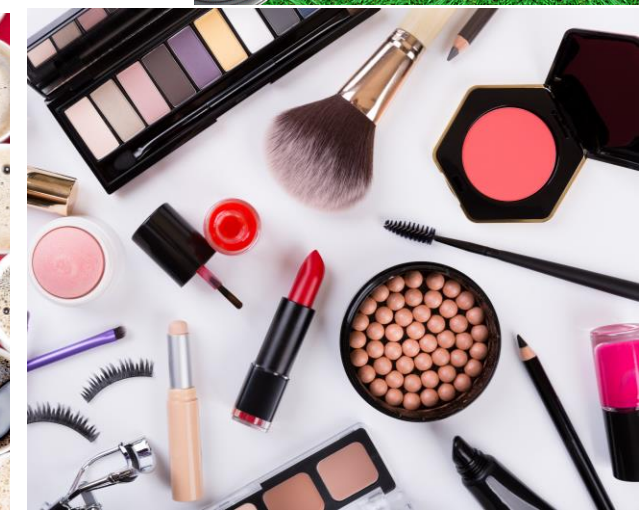
Health + Beauty Care

Food + Beverage

General Merchandise

Foodservice

Pharmacy + Medical



Roadmap to Success

BUYERS

Drive Category Success

Discover Marketplace trends & new items

Help suppliers prepare for effective interactions by defining objectives

Engage with products that align with business objectives & areas of focus

Execute planning deliverables during supplier meetings

Manage supplier follow up on your timeline

RANGE.me

ECRMADVANTAGE

SupplierDEMAND

In-Person & Virtual Meetings

SupplierCONNECTION

SELLERS

Win Shelf Space

Product discovery 24/7/365

Maximize interactions with preparation tools and support

Drive product awareness within buyer audience

Collaborate with buyers to create & expand partnerships

Streamline follow up and onboarding

Categories & Capabilities

Meet the RIGHT buyers

- Identify product categories and complete capabilities survey
- Buyer categories, requirements & objectives gathered
- Used to create schedules

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Categories SupplierDEMAND™

Please make sure the categories you are presenting are accurately selected so meetings can be scheduled.

☐ **Natural**

☐ Nutrition ☐ Sports Nutrition ☐ Vitamin ☐ Weight Management

☐ **Nutrition**

☐ Functional Foods ☐ Health Food/Snacks ☐ Hydration ☐ Nutrition Bars ☐ RTD

☒ **Sports Nutrition**

☒ Energy ☐ Protein ☐ Sport Supplements

☒ **Vitamin**

☐ Aromatherapy/Essential Oils ☒ A-Z Vitamins ☐ Digestive Health ☒ Herbals ☒ Minerals ☐ Non-Herbal Supplements

☒ **Weight Management**

[Save categories](#)

Your client success manager will mark as complete once verified.



Supplier Profile

Product & Brand PROMOTION

- Company overview, points of differentiation and competitive advantage
- Visible to buyers prior to Program

SupplierDEMAND

ECRM.MarketGate.com

What is your "WOW" factor?

Provide any new launches, exciting trends or key words that will engage a buyer. Explain social relevance and how many followers you may have? Where and how do you promote your products? What makes you stand out or differentiates you from other brands. What is your WOW factor?

1000 Remaining Characters

Brands & Products

Tell the buyers about products and brands you will be presenting in categories selected above. Include important details that buyers want to know: Key Ingredients, Sustainability, Private Label Capabilities, and Price Points.

1000 Remaining Characters

What's Your Story?

Tell the story of your company and provide a brief overview of company and pertinent facts buyers should know about your business. Include items such as: General business capabilities, Years in Business, Annual Sales, Distribution Methods & Production Facility Locations, Community Outreach and Charitable Causes.

1500 Remaining Characters

Appointment List

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Prepare Adequately for MEETING SUCCESS

- View all registered buyers
- Access company details
- Upload notes and documents.
- Time & date schedule available prior to program

APPOINTMENTS

Health Care Program (Jul 2020) / Blake Izor / McKeon Products, Inc.

Parameters

Scheduled

Pending

Not On Schedule

Additional

Scheduled

Below is a list of your scheduled appointments. This list was generated by matching you with the buyers that align with your categories and capabilities. As we learn about buyer objectives and as new buyers participate in the program you will see your appointment list grow. Be sure to use the below information to prepare for each appointment for optimal program success.

Add document









Download list

Download Samples

Print profiles

Programs (1) ▾

Search:

Company	Type	Stores	Annual Sales	Class of Trade	Country	Notes	Documents	Samples
Alibaba Group US Hewen: Baby/Health Care  <div>20 Minutes</div>	Retailer	1	\$85 Million			+		
Alibaba Group US Eric: Health Care  <div>20 Minutes</div>	Retailer	1	\$85 Million			+		
Amazon.com Aaron-Business Marketplace  <div>20 Minutes</div>	Internet & Mail-Order Retailer	1	\$130 Billion	Mass, Supermarkets		+		
American Pharmacy Cooperative  <div>20 Minutes</div>	Group Purchasing Organization	1,800	N/A	Drug		+		


Buyer Profiles

CUSTOMIZED CONVERSATIONS to move business forward

- Buyer focus
- Company Details
- Contact information


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Albertsons Companies Inc. Lindsay: Cosmetics



Albertsons Companies Inc. Lindsay: Cosmetics

250 E. Parkcenter Blvd.
Boise, ID 83706
United States

 Retailer

Attendees	Category Responsibility	Scheduled
<div><div><div>LaDawn Weeks</div><div>Sales Manager - Skin Care & Bath</div></div></div>	Body Skin Care, Facial Skin Care, Naturals	
<div><div><div>Lindsay Cummings</div></div></div>	Color Cosmetics, Cosmetic Accessories, Nail, Naturals	

Profiles

Program Focus

Lindsay is focus on high-end, trendy Cosmetics, Nail and Cosmetics Accessories to address coordination of headquarters based management of all cosmetics business throughout Albertson's vis a vis the regional departments. LaDawn is focused on skin care for body and face. Looking for new innovation and trending in these categories. Vendors to be prepared to insure "go to market" ready supplier conversations. Focused on meeting with potential new suppliers, as well as current suppliers in attendance.

Company Overview

Albertsons Companies operates approximately 2,286 stores across the United States. These include the following stores/banners: Albertsons, Safeway, Vons stores in Southern California, Pavillions in Nevada, Randall's, Tom Thumb, and United Supermarket stores in Texas, Jewel –Osco in Chicago, Shaw's and Acme in the upper East Coast, as well as Carr's stores in Alaska. Albertsons Company has been a continuous leader in pharmacy care services.

Meetings

Expand your REACH

- Back to back, pre-scheduled meetings
- Face-to-face interactions
- Virtual meeting platform, ECRM Connect

In-Person & Virtual
Meetings

[ECRM.MarketGate.com](https://ecrm.marketgate.com)



esrm



Profile

Skin Care, Bath, Cosmetics & Natural Beauty Program

PriceSmart, Inc.

- > EPPS Focus
- > Company Overview
- > Meeting Documents

www.pricemart.com



Juan Salas
E-commerce Buyer
858-404-8804
jsalas@pricesmart.com

Your meeting will begin soon.

Check out the panels to the right for information about this meeting.

Contact support



Your next meeting is today at 11:30 AM EST

Company Name
Joe Retailer | Susan Sales



Juan Salas – PriceSmart, Inc.

Contact support



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Products



DRESDNER ESSENZ SOLID FACIAL BAR - COTTON

☒ [Select Product](#)

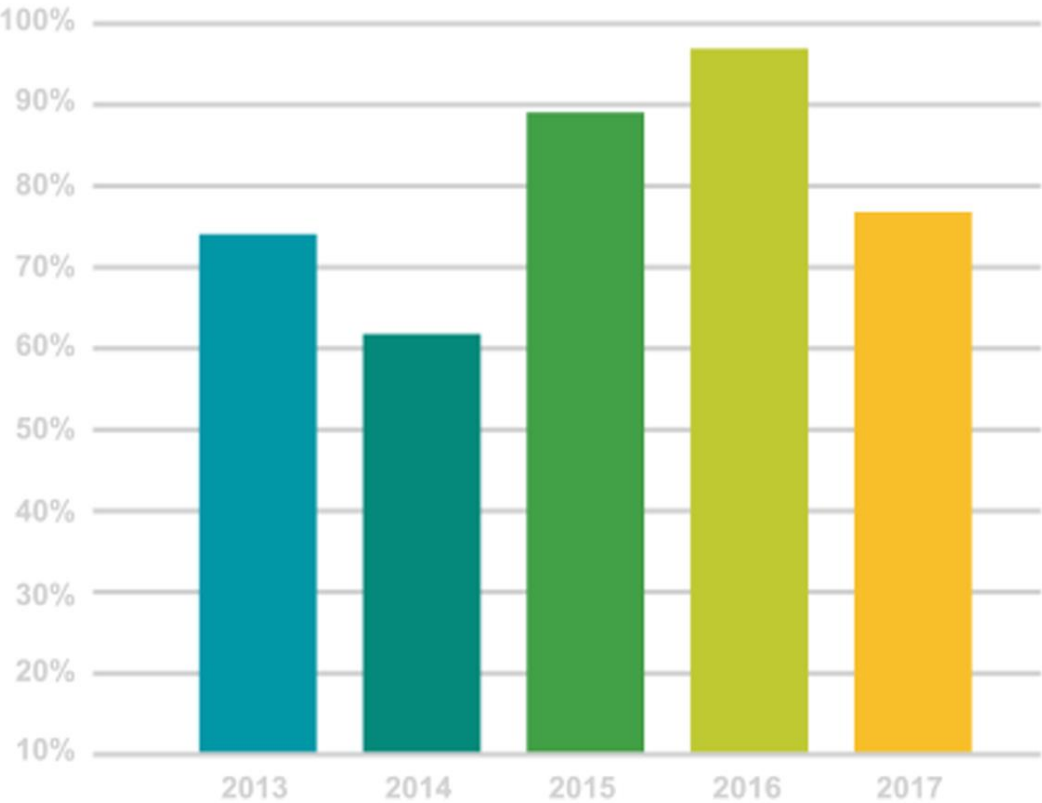


DRESDNER ESSENZ SOLID SHOWER BAR - SEA MINERALS

☐ [Select Product](#)



YOUR COMPANY PRESENTATION



- A**
Etiam rhoncus. Maecenas tempus, tellus eget condimentum rhoncus,
- B**
Etiam rhoncus. Maecenas tempus, tellus eget condimentum rhoncus,
- C**
Etiam rhoncus. Maecenas tempus, tellus eget condimentum rhoncus,
- D**
Etiam rhoncus. Maecenas tempus, tellus eget condimentum rhoncus,
- E**
Etiam rhoncus. Maecenas tempus, tellus eget condimentum rhoncus,



Meeting Notes

Save

B *I* |

- Products are ready for national distribution
- 2-4 weeks to stores
-

body ul li

Follow Up Site

SUPPLIERCONNECTION

Keep the CONVERSATION GOING

- View Buyer Interest and follow up timelines
- Review meeting notes
- View selected items of interest
- Download contact information for follow up tasks

Exports ▾

Email notes

Mark complete

Meetings

Buyer Requested Follow Up: <div><div></div> 1-2 Weeks</div> <div><div></div> 4-6 Weeks</div> <div><div></div> Not Interested</div>								
<input type="checkbox"/> Meeting Time	<input type="checkbox"/> Company Name	<input type="checkbox"/> Notes	<input type="checkbox"/> Products	<input type="checkbox"/> Forms	<input type="checkbox"/> Samples	<input type="checkbox"/> Photos	<input type="checkbox"/> Ranking	<input type="checkbox"/> Status
<input type="checkbox"/> Tue 03:00 - 03:20	<input type="checkbox"/> Wakefern Food Corporation-Izabella/Tamara- Hemp PL only	<input type="checkbox"/> 2	<input type="checkbox"/> 13	<input type="checkbox"/> No	<input type="checkbox"/> No	<input type="checkbox"/> 3		<input type="checkbox"/> Complete
<input type="checkbox"/> Tue 07:40 - 08:00	<input type="checkbox"/> Urban Outfitters, Inc.	<input type="checkbox"/> 1	<input type="checkbox"/> 0	<input type="checkbox"/> No	<input type="checkbox"/> No	<input type="checkbox"/> 0		<input type="checkbox"/> Not Completed
<input type="checkbox"/> Tue 08:00 - 08:20	<input type="checkbox"/> Hometown Pharmacy - WI	<input type="checkbox"/> 1	<input type="checkbox"/> 0	<input type="checkbox"/> No	<input type="checkbox"/> No	<input type="checkbox"/> 1		<input type="checkbox"/> Complete
<input type="checkbox"/> Tue 08:40 - 09:00	<input type="checkbox"/> Wegmans:Collecting Labeled Samples	<input type="checkbox"/> 1	<input type="checkbox"/> 0	<input type="checkbox"/> No	<input type="checkbox"/> No	<input type="checkbox"/> 5		<input type="checkbox"/> Not Completed
<input type="checkbox"/> Tue 09:00 - 09:20	<input type="checkbox"/> H.E.B. - Scott:Collecting Samples	<input type="checkbox"/> 1	<input type="checkbox"/> 0	<input type="checkbox"/> No	<input type="checkbox"/> No	<input type="checkbox"/> 0		<input type="checkbox"/> Not Completed

Q & A





Thank you

Please contact us with questions

Eric Savitch | esavitch@ecrm.marketgate.com | 440-248-2970

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