

# TODAY'S™

## BUSINESS SOLUTIONS



Today's Business Solutions is a minority owned independent office supply company headquartered in Houston, Texas. We have been designated as a City Business (CB) / Local Business (LB) under the City of Houston Hire Houston First program and our customer service and sales facility is located in historic Old Sixth Ward near Downtown Houston.

- Office Products & Paper
- Furniture Solutions
- Technology Supplies
- Promotional Products
- Maintenance, Repair & Operations Supplies
- Copy Center Services and Managed Print
- Beverage Services
- Sustainability Initiatives

Our expertise, and the relationships we have built with industry-leading manufacturers and wholesalers, allows us to efficiently provide the best solutions for our customers. As a minority-owned and Texas Underutilized Business, we are able to take a small business approach with the flexibility that allows us to focus on service.

TBS combines the marketing power of minority ownership with the multinational distribution network of our partnerships. It's a comprehensive and cost effective solution that supports your Tier One diversity needs.

### Certifications

- Houston Minority Supplier Development Council
- State of Texas HUB
- City of Houston MBE
- METRO Small Business
- HISD
- Port of Houston
- SBA Small Disadvantaged Business

**TBS is the sole supplier for many businesses with 2011 sales of almost \$19.4 million. We are pleased to count the following organizations among our many customers:**

- UT System Supply Chain Alliance
- Texas A&M University System
- University of Houston System
- The University of Texas at Austin
- State of Texas HHSC
- The City of Houston



Established in 2003  
DUNS# 141752548  
FEIN: 54-2118178

NAICS:  
424120 423610  
423210 423710  
323114 423830  
322231 423840

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It all starts with seamless access to everything you need. We understand the value of a consolidated supplier base and standardized product purchases. TBS will save you money on the products you're buying, particularly if you are currently using separate suppliers for your office needs.



We provide our customers with a complete line of products to outfit the office at competitive prices. Our product offering includes major manufacturers such as HP, Avery, and 3M. We also highlight products manufactured by our MWBE and DVBE partners that allow us to extend our diversity solutions to include Tier 2 and Tier 3 suppliers.

### **Office Products & Paper**

Through our partnership with Boise Paper, the fourth largest manufacturer of paper in North America, TBS is able to offer a wide selection of paper products, such as copy paper, recycled paper, security paper, specialty print papers, Splox™ and innovative closed loop paper recycling programs.

### **Maintenance, Repair and Operations (MRO) Supplies**

As the sole MBE provider of Lawson Products, we bring our commitment and value-added services to the Industrial Distribution business. We offer programs that go beyond the role of product provider, and offer a comprehensive level of technical knowledge and engineering depth that can be a definite advantage to you. We offer a variety of MRO products to maximize facility performance. Products include fasteners, industrial supplies, electrical products, hose fittings, hydraulic hoses, welding alloy and accessories and safety supplies.

### **Office Furniture**

Through OM Workspace we can provide a wide range of services to complete your office furniture needs, no matter what phase of the process you might be in. Choose from in-stock options from over 50 manufacturers, or custom pieces in unlimited fabrics and finishes. For custom workspace design and project management, trust TBS for complete space planning and design, assembly, installation and project management.

### **Copy Center Services**

Full-service document production and finishing:

- Full-service Digital Copying in Black-and-White, Color and Oversize
- Choose from a wide variety of paper types and sizes; and binding and finishing services
- Managed Print

### **Technology Supplies**

We offer expertise in the latest technology. Thanks to our strong supplier relationships, we can provide it to you at a great value. Made available through our quarterly tech catalog, we make sure we always have the latest tech products available for you and at the very best possible prices.

### **Beverage Services**

We offer beverage programs for daily delivery or a full service stocking arrangement including soft drinks, gourmet coffee, iced coffee, and even frozen, non-carbonated slushy options.

### **Sustainability Initiatives**

Everyday products like paper and ink can play a big role in corporate social responsibility (CSR) programs and Today's Business Solutions understands the importance of environmental responsibility. We can help you identify environmentally preferable products, and also help you measure your impact with our unique reporting abilities.

## Easier, More Personalized Ordering

Easy ordering saves time and money. We offer significant ordering flexibility, from phone ordering and purchase order transactions to third party integration and Level III American Express reporting. We have the people and technology in place to provide the most personalized customer experience.

Today's Business Solutions provides robust reporting:

- Level 2 Data Reporting
- Level III American Express Reporting including line item detail
- Cloud based with seamless integration
- Secure Servers-hosted remotely



## Leading with eProcurement Solutions...

Today's Business Solutions provides buyers and suppliers with the most powerful and attractive shopping cart solution in the eProcurement space. Our PunchOut catalog solutions are cloud based and compatible with all eProcurement platforms, including: Oracle, SAP, PeopleSoft, Lawson, Ariba, Coupa, and SciQuest.

GateWay is an intelligent and flexible integration engine that operates in the cloud for maximum productivity. The GateWay enables punchout / OCI connectivity with a PunchOut catalog shopping cart or any existing transactional shopping carts. GateWay can also streamline the procure-to-pay process by automating the transmission of PO's and invoices from and to your buyers.

Our GateWay leverages robust servers and a unique configuration to power information exchange in a variety of file formats, including EdI and XML.



## Reporting

Our state of the art reporting capabilities will allow us to catch trends in your purchasing history and find opportunities for cost savings. Our quarterly reporting reviews will further enhance our ability to direct spend, increase contract compliance and reduce maverick spend. Whether reevaluating your core contract or offering private label substitutes, we are able to provide regular reviews to ensure you are taking advantage of all our cost saving opportunities.



**Awards and Recognition**

**Houston Hispanic Chamber of Commerce Male Entrepreneur of the Year – 2011**

**Small Business Administration, Administrators Award of Excellence - 2010, 2011**

**Houston Minority Supplier Development Council, Supplier of the Year - 2008, 2009, 2010**

**The University of Texas System Supply Chain Alliance - Preferred Supplier of the Year - 2010**

**Small Business Administration, Subcontractor of the Year - 2010**

**Houston Minority Supplier Development Council, E-10 Emerging 10 Award - 2005**

**INC 500/5000 List of America’s Fastest Growing Companies**

2010 - Listed 3043

2011 - Listed 2349

**Hispanic Business Magazine, Top 500**

2008 - Listed 441

2009 - Listed 428

2010 - Listed 293

2011 - Listed 250

**Hispanic Business Magazine, Fastest 100**

2008 - Ranked 26

2010 - Ranked 75

2011 - Ranked 38

**Houston Business Journal, Fast 100**

2009 - Ranked 96

2010 - Ranked 36

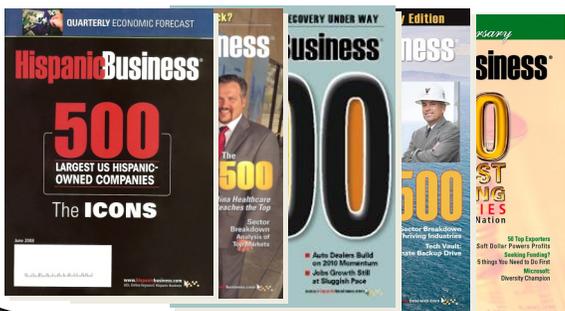
2011 - Ranked 27

**Houston Business Journal, Largest Minority Companies**

2008 - Ranked 26

2009 - Ranked 29

2010 - Ranked 22



**HOUSTON HISPANIC CHAMBER OF COMMERCE**  
*The Leader of Houston's New Majority<sup>SM</sup>*



THE UNIVERSITY OF TEXAS SYSTEM  
SUPPLY CHAIN ALLIANCE



**HOUSTON BUSINESS JOURNAL**

**TODAY'S<sup>TM</sup>**  
BUSINESS SOLUTIONS