

VARIS™

Connections Suppliers

Very competitive pre-negotiated pricing with vetted suppliers to help you save time and money buying the products you need most

Most midsize organizations don't have the resources to hire specialized category managers for all the supplies they need. Even if they did, they usually don't have the buying power to negotiate the same pricing as Fortune 500 companies. Varis is reimagining procurement for the midsize enterprise by creating a consumer-like, one-stop marketplace of enterprise-class suppliers with pre-negotiated pricing that we call Varis Connections.

If your organization has set goals for working with diverse suppliers, Connections can also introduce you to women-owned, minority-owned, veteran-owned, and small business suppliers.

How are suppliers selected for Varis Connections?

Varis has three primary buyer-focused criteria when considering Connections suppliers:

- 1** Offers a category of products that complements the marketplace so buyers can find everything they need in one place.
- 2** Meets customer service expectations so buyers can plan for continuity of supply.
- 3** Is a trustworthy partner that shares our commitment to building lasting relationships that deliver long-term value for our customers.

Benefits

Selection

More than 1.5M SKUs (and growing fast) across dozens of categories.

Saving

Significant discounts usually only available to larger organizations.

Reliability

Nationally credentialed suppliers that meet strict customer service criteria, such as availability and shipping.

Diversity

Connections to small/minority-owned suppliers through national distributors.

How does Varis vet suppliers?

Our goal isn't to have every supplier in the world join the Varis Connections marketplace. Our goal is to build the world's leading marketplace for delivering value to buyers and suppliers by changing the way they connect, contract, and transact. We only consider suppliers that can ship trusted brands to the contiguous United States and meet our stringent SLAs for:

- / Order acceptance rate
- / Time to dispatch order
- / Time to respond to query
- / Time to accept order
- / Customer incident rate
- / Time to refund

Categories covered

Varis Connections is like having a team of category managers working to find you quality suppliers and competitive pricing. Our team works hard to build a network of trusted suppliers that provide a broad range of coverage from office and breakroom supplies to MRO and fleet maintenance.

Who is Varis?

Varis is led by industry veterans who have built some of the world's most successful B2B procurement solutions. Leveraging proven technology and recognized by industry analysts and customers, we're poised to simplify the buying experience for our customers. In addition to the time and money savings of Varis Connections, you can also eliminate manual, paper-based processes in procurement and finance with digitization and automation from Varis.

Learn more at

www.govaris.com

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