Optimizing Your
Costs & Performance

Given the current challenging economic conditions, businesses are looking for every possible way to optimize costs. 3M can provide the unique tools of Category Management that can help you meet your business objectives.

What Is Category Management?

Category management is a collaborative process that, based on your input, can help critically evaluate the total range of safety products purchased and used in an effort to help optimize business results through the following:

- Increasing purchasing and operational efficiencies
- Evaluating turnover and profitability
- Optimizing/standardizing stock keeping unit performance

Benefits/What's In It For Me?

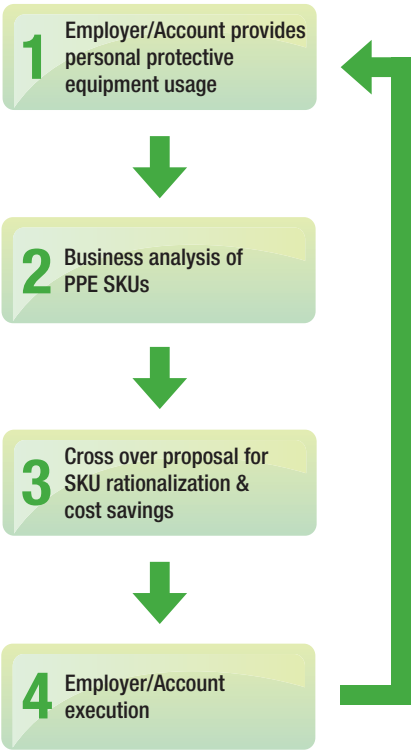
You can benefit from 3M's Category Management process in many ways, including:

- Standardization of stock keeping units (SKUs)
  - Rationalization of SKUs
  - Cost savings and reductions
- Minimize cost to serve thorough reduced P.O. transmissions and reduced time working with multiple vendors
- Simplify supply chain operations through fewer orders and reduced handling/carrying costs

3M will also provide you with tools to map out and show value of stock keeping unit reductions, estimated cost savings, and crossover product lists to allow easy transition to new products.

How Does It Work?

The category management process utilizes four key process steps:



To learn more about this process, please contact your local 3M Sales Specialist or call 1-800-328-1667.

3M can help you assess your overall PPE safety product usage and needs

Occupational Health and Environmental Safety Division
3M Center
Building 235-2W-70
St. Paul, MN 55144-1000
3M.com/CategoryManagement

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