



## Corporate Overview

**Founded:** 1986

**Services:** OneSolution provides sales, marketing and consulting services to leaders in industrial markets. The company's diverse portfolio of services includes:

- **Distribution headquarters coverage** – A committed team of experts providing business alignment and management services to accelerate growth.
- **Field sales support** – Driving sales initiatives and market-share growth for Manufacturers through Distribution to the End User.
- **Site audits** – MROP assessments within key applications such as Facility Safety, Lean 5S Solutions, Emergency Preparedness and Response, Heat Stress and more.
- **Inside sales** – A dedicated team of professionals with application expertise and a “customer first” approach to sales.
- **Comprehensive marketing** – An in-house marketing team that collaborates with our partners to clearly communicate their value proposition in solution bundles that drive lead generation and growth.
- **Learning and innovation** - Industry experts that deliver cost savings, compliance, and productivity improvements either face-to-face or virtually for our partners' products and solutions.
- **Trade show and event support** – Event staffing support and lead management
- **Consulting services** – Bringing knowledge and expertise within key channels and markets that deliver growth to manufacturers and distributors.
- **Supply chain management** – Expediting Distributor sales to targeted End Users.

**Customers:** OneSolution specializes in supporting Industrial Manufacturers, Distributors and End Users who are driven to succeed, and keep their workplaces safe and productive. Our customers fall into three categories:

- **Manufacturers** – Our role is to enable hypergrowth by providing insightful market intelligence as well as national sales support and access to strategic Distributor Partners and End Users.
- **Distributors** – We serve as the responsive sales and marketing team that supports growth using a targeted approach, performing comprehensive analyses and implementation support to attract large End Users. We do the heavy lifting and offer resources distributors don't have available in-house.
- **End Users** – Our team of knowledgeable professionals understand your critical applications and processes and help you access quality solutions that drive productivity, reduce costs, and protect workers.

**Personnel:** OneSolution has a team of over 70 experienced professionals providing sales, marketing, and consulting services.

**Locations:** Alpharetta, Georgia and Anaheim, California to provide coast-to-coast services for customers.