



"ALOM's world-class team has allowed us to become the service and quality leader in supply chain. To our Fortune 100 clients, we are a valued partner executing and delivering throughout our clients' supply chain worldwide."

HANNAH KAIN -PRESIDENT/CEO
ALOM

Managing the Global Supply Chain with Excellence

ABOUT US

With its extensive global footprint, award-winning systems and prestigious Fortune 100 client base, ALOM is a recognized supply chain leader. ALOM functions as a partner to its Fortune 100 clients by expertly and seamlessly conducting their key business functions from manufacturing to marketing. Its prestigious, brand-conscious clients are leaders from the technology, medical, automotive, and government/utilities sectors.

Establishing long-term relationships, ALOM provides its clients with supply chain services ranging from order management, online shopping carts and customer support, all the way through e-commerce fulfillment, reverse logistics, and advanced digital media and print solutions.

ALOM enables global product and service delivery, management and oversight—no small feat when a corporation works in multiple markets and product lines around the world. In addition to meeting client's shipping and delivery needs with 16 locations worldwide, ALOM provides powerful tools for them to track and oversee each step of their product or service trajectory. Its advanced systems and responsive team enable ALOM's clients to focus on two of their most important goals: anticipating their customers' needs and fulfilling their financial responsibilities to their employees and shareholders. By creating efficiencies across the organization and among functions, ALOM helps them do both.



LEADERSHIP

Hannah Kain - President and CEO



Kain's unwavering focus is on customer satisfaction and quality while challenging her team to deliver for the client. This focus has led the team to excel, and led to the successful ISO 9000 certification for ALOM within a year of starting the business, adding the ISO 13485 certification in 2011. It has also fostered long-term business relationships.

Kain is a board member of the National Association of Manufacturers (NAM) and of Watermark. She is also a believer in giving back to the community, serving as board chair with Women's Initiative Silicon Valley and as such supported the start of approximately 400 women-owned companies in 2011 with same number expected in 2012. She is also on the advisory board of multiple companies and on Astra's Global Committee.

Prior to founding ALOM in 1997, Kain held various management and executive positions since 1983. Kain holds three university degrees, is a frequent lecturer and speaker, and is a published author. Kain has won numerous international and national awards, including the 2011 Vistage Leadership Award. In 2012, Kain was named a WBENC Business Star by Astra.

SERVICES

Starting with clients' business goals, ALOM allows clients to get their global operational goals met with one supplier, one contact, one comprehensive client portal with real-time information, and one team that understand the goals.



Seamless Global Material Flow

ALOM's program management ensures an optimized and seamless global material flow. Going from planning and optimization through execution, ALOM's program managers work in an iterative process with clients, clients' customers and suppliers worldwide. Clients have full 24/7 visibility through ALOM's state-of-the-art client portal, Compass.

Online Order Management

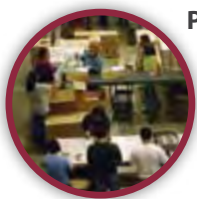
Advanced Web design capabilities, seamless order flow and full-service management of data, funds, reporting and products are some of the key ingredients that have made ALOM's online portal design and execution popular with its Fortune100 clients.

Procurement and Vendor Managed Inventory

ALOM works in a collaborative effort based on forecasts to optimize the supply chain, using clients' preselected suppliers or through ALOM's own highly qualified vendors. Getting the right materials in on time, in the right location and keeping track of them is a necessity. In order to achieve this, ALOM works with high quality vendors, specifies the product and other requirements carefully, and keeps track of and expedites deliveries.



Inventory—ALOM works with its clients to ensure that ALOM holds the right amount of components and finished goods available to meet their customers' requirements, without building up unnecessary and costly overstock.



Production—Using a demand-driven concept, ALOM's contract assembly produces millions of units each month to exacting standards, and most work orders are completed within 24 hours— independent of the global location. To accommodate this volume and turnaround

while maintaining control and uncompromising quality levels, ALOM relies on stringent quality practices and strong systems.



Digital Media—Having built one of the U.S. largest digital media duplication centers, ALOM has the advanced equipment, processes and knowledge to duplicate complex, high-volume SD cards, micro-SD cards, and USB memory.



Fulfillment and Logistics—ALOM ships millions of units accurately and on time with approximately one-third of all shipments going to international destinations. International shipments can be done from our U.S. headquarters or from one of our other 15 locations worldwide.

Print Management

ALOM's One Print Portal encompasses cloud-based asset management, collaborative tools, online ordering of customized and non-customized print, as well as fast and flawless printing, and delivery worldwide.

WHAT MAKES ALOM DIFFERENT?

- Supply chain industry leader with a global reach
- Strategically located in the U.S. and worldwide with 16 global locations
- Proven track record of performing with excellence on very large contracts
- Highly credentialed team of strategists, engineers, and specialists with a commitment to continuous improvement philosophy
- Award-winning IT systems
- Flexible, adaptable, and resourceful to provide the right solution for clients
- ISO 9000 certified since 1998, ISO 13485 since 2011

RECENT AWARDS

- 2012 WBENC (Astra Women's Alliance), Women's Business Enterprise Star
- 2011 Vistage Leadership Award for Collaboration
- 2011 Watermark Award, Women Who Made Her Mark
- 2011 Astra Global Excellence Award
- 2010 DiversityBusiness.com Top 500 Woman Owned Business in the US
- 2010 DiversityBusiness.com Top 100 Woman Owned Business in California
- 2009 Stevie Award, Global Sales Team of the Year
- 2009 Enterprising Women of the year Award

BUSINESS STATISTICS

INDUSTRY BUSINESS DATA

PRIMARY BUSINESS PRODUCTS/ SERVICES	GLOBAL SUPPLY CHAIN MANAGEMENT, PRINT MANAGEMENT SOLUTIONS, MARKETING AND OPERATIONS SUPPORT
NAICS CODES	561910, 541870, 323115, 323111, 518210, 493110

BUSINESS FINANCIAL DATA

	2010	2011	2012
SALES GROWTH %	-	65%	60%

BUSINESS & DIVERSITY CERTIFICATIONS

BUSINESS/ TECHNICAL CERTIFICATIONS	YEARS	ORGANIZATION	CHAPTER/ AFFILIATION
DIVERSITY CERTIFICATIONS	11	WBENC	ASTRA WOMEN'S BUSINESS ALLIANCE
	11	NWBOC	-
	2	CALIFORNIA	CPUC
CUSTOMERS	FORD, JOHNSON & JOHNSON, MOTOROLA, VMWARE		

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