

Utility-Grade Procurement and Fulfillment Services

Utility Program Support Areas

Energy efficient materials – appliances, HVAC, water heaters, LED lighting, insulation, water saving devices

Batteries – backup power and full-home energy storage

EV charging – residential and commercial

Customer engagement – direct mail and digital

Turnkey Service Delivery

- Direct from manufacturer global procurement
- Inventory management and order visibility
- Customizable and secure online order portals
- Same day order fulfillment
- Regulatory compliance, back-end reporting



85% of ALOM suppliers are located less than 100 miles from a production and fulfillment center. As a result, 99.9% of every customer order ships on-time.

Trusted Performance and Stakeholder Value



2023 – EV charge station procurement, kitting, and fulfillment, and installation

- Established OEM partnerships and online order / payment system



2016 – Residential energy efficient material procurement and fulfillment

- Two contract extensions awarded
- Backorders eliminated



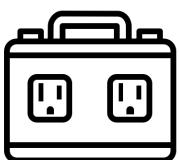
2023 – Full-home battery storage procurement and fulfillment

- Met rapid launch deadline
- Achieved full regulatory compliance



2012 – Marketing order portal with on-demand digital print fulfillment

- 2X faster order delivery
- 70% waste reduction



2020 – Home medical portable battery backup procurement and fulfillment

- All performance KPIs achieved
- Program expanded in 2022



2008 – Direct mail rebate program processing and print management

- 100% accuracy
- 100% on-time performance



2018 – Personalized customer communications print and mailing

- 100% accuracy and quality
- Same day production and mailing

Information and RFP Contact:

Tami Strickland, Director of Sales, Key Accounts

Email: tstrickland@alom.com | Phone: 408-710-4123

“ALOM is every customer’s ideal supplier. Orders are shipped on-time with complete accuracy. Most of all, ALOM can be counted on to meet schedules and ensure stakeholder satisfaction.”

– Category Leader at California Utility Company

Trusted Quality, Security, and Diversity: The Utility Partner of Choice for Supply Chain Services

ISO 9001 process quality certified



5

Utility programs currently supported

ISO 14001 & ISO 14064-1 certified



37%

2022 vs. 2021 Cat. 1-4 GHG emissions reduction

CPUC & WBENC certified woman-owned



26.8%

Average ALOM annual diverse supplier spend

SOC 2 Type II certified for data security



51

SOC 2 Type II certification requirements



ALOM buyers collaborate with a global base of top-rated suppliers to assure product quality and inventory availability.

ALOM Service Advantage

- End-to-end service domain expertise
- Ethical and cost-saving procurement policy and practices
- Industry specific top-rated OEM supply base
- Six Sigma level quality assurance
- Warehouse and product handling regulatory compliance
- Customizable technology and process automation

Customer Brand Protection

- We place our customer’s reputation equal to our own
- We are committed to being an environmentally and socially conscious company
- We support diversity and inclusion
- We believe ESG is integral to our work and culture

ALOM Worldwide Headquarters
48105 Warm Springs Blvd.
Fremont, CA 94539-7498, U.S.A.

Eastern U.S. Regional Headquarters
3910 Waldemere Ave.
Indianapolis, IN 46241-7214, U.S.A.

EMEA Headquarters
Amsterdam, The Netherlands
Asia Pacific Headquarters
Hong Kong