

# Engagement models

## Removing Risk, Cost, and Effort from Industrial Growth

DCaaS (Digital Commerce as a Service)	Wholesale	Billable Projects
You own the car, HATCH is the engine	Your most nimble online customer	Fixing the foundation in 30-90 days
<ul style="list-style-type: none"> <li><b>End-to-End Operations:</b> HATCH provides the human intelligence to manage all Paid, Owned and Earned digital channels for EBITDA expansion</li> <li><b>Risk-Sharing:</b> No billable hours. We share in the net profitability of the revenue streams we create over a 5-year term.</li> <li><b>ERP Alignment:</b> Continuous management of your ERP "Source of Truth" to ensure real-time price and inventory accuracy.</li> <li><b>Best For:</b> Industrial B2Bs needing a "Digital Department in a Box" to acquire new customers via digital channels</li> </ul>	<ul style="list-style-type: none"> <li><b>Inventory Velocity:</b> HATCH acquires consigned inventory and moves product fast across global digital channels.</li> <li><b>Zero-Friction Revenue:</b> Move product through HATCH-managed niche sites and marketplaces with no manual effort from your team.</li> <li><b>Marketplace Agility:</b> We navigate the complex rules of Grainger, Zoro, and others so you don't have to.</li> <li><b>Best For:</b> Manufacturers that want to move inventory fast and now or distributors looking for "hands-off" digital revenue growth.</li> </ul>	<ul style="list-style-type: none"> <li><b>Product Data:</b> Convert "ERP-centric" PDFs and spreadsheets into buyer-ready online content and taxonomies.</li> <li><b>Digital Quoting:</b> Digitize RFQs and pricing. Convert static websites into lead-capture engines with automated quote carts.</li> <li><b>Full Commerce:</b> Enable checkout with card/terms, order history, and reorders—fully integrate with ERP OMS/Warehouse.</li> <li><b>Best For:</b> Customers struggling with operational issues like "Where's my stuff?" calls, unorganized product data or manual order entry.</li> </ul>
Timeline: Continuous / 5-Year Term	Timeline: Ongoing	Timeline: 30-90 days
Model: Recurring Profit Share	Model: Performance based	Model: \$10-\$30k