

# Engagement models

Removing Risk, Cost, and Effort from Industrial Growth

Digital Commerce as a Service	Wholesale	Strategic Sprints
You own the car, HATCH is the engine	Your most nimble online customer	High-Stakes Business Answers in 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 including Pick/Pack/Ship.</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>Epicor 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>	<p><b>Market &amp; Channel Validation</b></p> <ul style="list-style-type: none"> <li>• Market Sizing: Quantifying the actual online sales volume for your specific product categories.</li> <li>• COGS-Based Strategy: Determining exactly which online channels allow you to compete most effectively</li> </ul> <p><b>Operational Velocity</b></p> <ul style="list-style-type: none"> <li>• O2C Compression: Analyzing the "Analog Anchors" to shorten a 6+ month Order-to-Cash cycle time.</li> <li>• Digitization Roadmap: Building the step-by-step blueprint to transition from manual entry to automated order processing.</li> </ul> <p><b>Digital Architecture</b></p> <ul style="list-style-type: none"> <li>• Catalog Optimization: Engineering a plan to convert ERP-centric data into buyer-ready digital content.</li> <li>• Implementation Blueprint: Mapping the rollout of quoting and commerce capabilities to turn static web presence into a lead-capture engine.</li> </ul>
Timeline: Continuous / 5-Year Term	Timeline: Ongoing	Timeline: 30-90 days
Model: Recurring Profit Share	Model: Performance based	Model: \$10-\$30k

