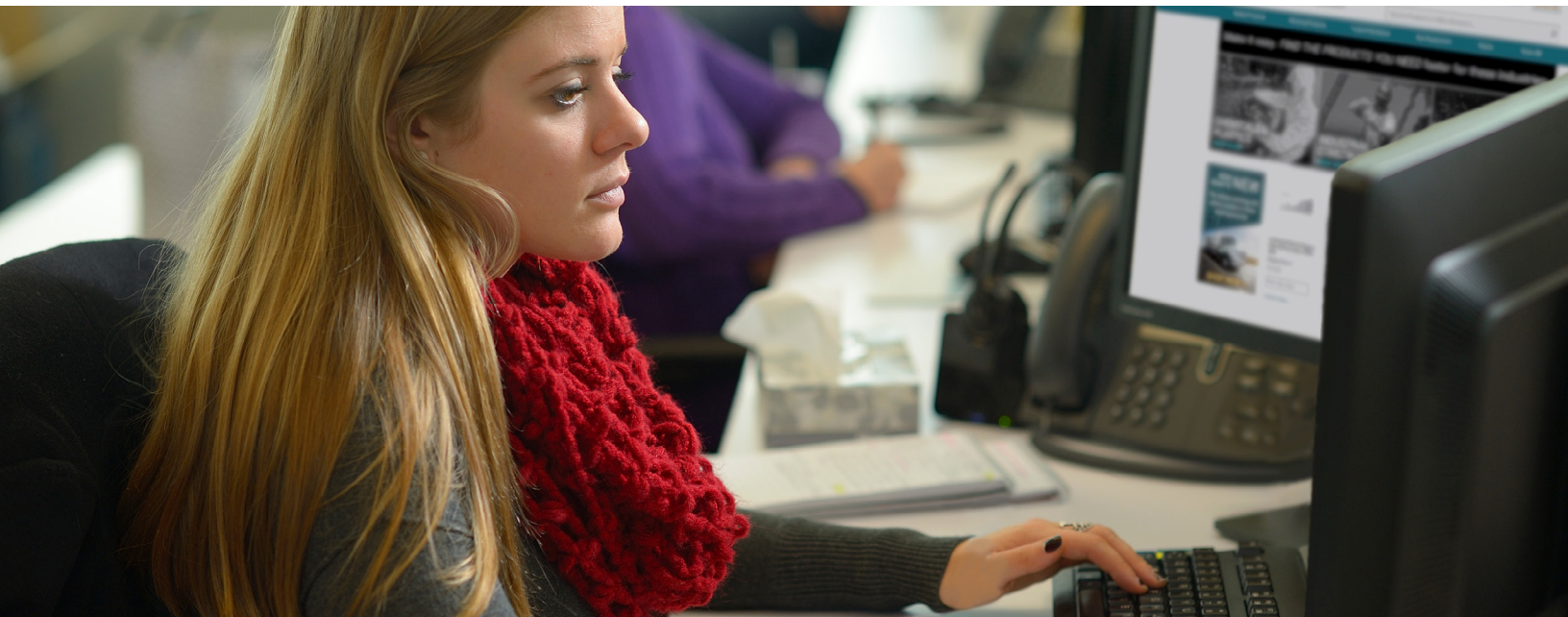




eBusiness Solutions

Airgas.com and Airgas SupplySync



Transform your business

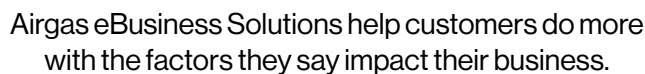
- Optimize your workflow
- Reduce costs
- Save time

Don't delay getting MORE

- MORE choice
- MORE control
- MORE convenience

Airgas helps streamline your procurement process with advanced tools that include a comprehensive selection of products and fast checkout services via Airgas.com and Airgas SupplySync.

Airgas eBusiness Solutions provide you with more ease, choice and access



Optimize your operations and streamline your supply chain

Accommodate all the ways you do business

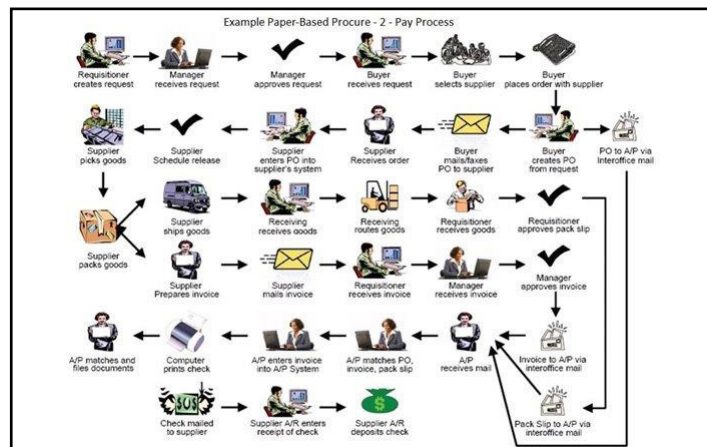
Airgas eBusiness offers two simple, cost-efficient ways to do business: Airgas.com and Airgas SupplySync

Choose from two powerful purchasing alternatives that make doing business with us **fast, easy** and **rewarding**:

- Airgas.com for increased order management and account visibility
- Airgas SupplySync for a seamless eProcurement experience

Make your procurement process **more** efficient, **more** cost effective and **more** accessible.

UNTANGLE
yourself from this

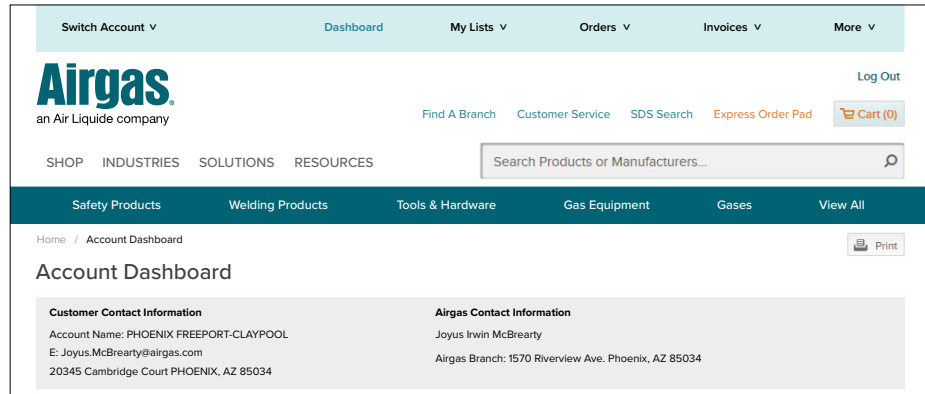


and
IMPROVE
to this



Why Airgas.com?

Convenient account visibility matched by the simplicity of online purchasing



Get MORE ease of use

If you've ever purchased anything online, you'll know how to buy on Airgas.com. We make purchasing and managing procurement easy.

- Expanded product selection and searchability
- One-step reordering of frequently selected products
- Multiple location ordering and payment
- Mobile accessibility

Enjoy MORE supply chain control

- Eliminate transaction errors
- Speed up research on products and service solutions
- Reduce payment processing
- Leverage negotiated pricing
- Manage inventories more efficiently

Know MORE 24/7/365

- View past orders
- Get account balances
- Identify frequently purchased items
- Search invoice history
- Obtain critical documentation such as Certificate of Analysis, Proof of Delivery and Safety Data Sheets

Receive MORE ongoing online support

- Digital specialists committed to your success and satisfaction

Find more. Shop more. Do more.

eBusiness is easy with Airgas.com

SEARCH

The desktop search page features the Airgas logo at the top left, with navigation links for SHOP, INDUSTRIES, SOLUTIONS, and RESOURCES. A search bar is prominently displayed. Below the search bar, there are three main product categories: CHEMICALS & PLASTICS, INDUSTRIAL CONSTRUCTION, and METAL FABRICATION & MANUFACTURING, each with a 'SHOP NOW' button. A 'VIEW WHAT'S NEW' section highlights the latest welding and safety products. A 'RECENTLY VIEWED & POPULAR GASES' section displays four gas products with their respective Airgas part numbers and 'CHECK PRICE' buttons.

CHECKOUT EASILY FROM DESKTOP OR MOBILE

The desktop checkout page shows the 'Payment Method' section. It includes a 'Payment Method' dropdown menu and a 'Review & Place Order' button. Below this, there is a table with columns for 'PAYMENT METHOD', 'NAME ON CARD', and 'EXPIRATION DATE'. The table lists a credit card account (0001234567) and a Visa card ending in 1111. A 'CONTINUE SHOPPING' button and a 'NEXT STEP' button are also visible.

FIND THE EXACT PRODUCT YOU NEED

The desktop product page for Radnor Large White 13 Gauge HPPE (High Performance Polyethylene) gloves. The page shows a product image, a description, and the Airgas part number (RAD64056933). The price is listed as \$5.06 / Pair. There are options to view the product in a larger image, add to the cart, and view more details. A sidebar on the right shows 'AIRGAS RECOMMENDS' with other glove products. At the bottom, there is a section for 'AIRGAS CUSTOMERS WHO BOUGHT THIS ALSO BOUGHT THESE PRODUCTS' with four recommended products.

ACCESS INFORMATION AND PURCHASE 24/7

The mobile app interface shows the Airgas logo at the top, with a search bar and a shopping cart icon. Below the search bar, there is a large 'AIRGAS.com Always OPEN' banner. A sidebar on the left contains navigation links: LOGOUT, SHOP PRODUCTS, FIND A BRANCH, and SEARCH CAREERS. The app is displayed on a smartphone screen, showing the status bar at the top with AT&T LTE, 4:13 PM, and 51% battery.

Why Airgas SupplySync?

Link your eProcurement platform to ours to get end-to-end efficiency and accuracy that delivers savings and convenience

Whether you have spend management software or an enterprise resource planning (ERP) system, Airgas SupplySync gives you greater flexibility managing your supply chain. Our end-to-end transactional solution maximizes workflow efficiency.

Achieve More

To make their purchasing process more efficient, many of our customers have already integrated Airgas SupplySync. Handling thousands of transactions daily, our integrated solutions empower you to accomplish the following:

- Centralized spend
- Lower costs
- Utilize multiple catalog options for shopping
 - Punchout
 - Static catalog
 - Customer part numbers
- Reduce inventory redundancy
- Streamline procurement efforts
- Curtail maverick spending
- Benefit from one-stop shopping

Easy Integration

If you work with one of the platforms below,* Airgas SupplySync can seamlessly connect with you.

- Ariba
- JAGGAER
- SAP
- Oracle
- Exostar
- Perfect Commerce
- Hubwoo
- UniMarket
- Infor
- Quadrem

*If one is not listed, we would just need to review your platform specifics.

A/P Process Cost Per Invoice Processed

Top Performers	= \$4.98
Median	= \$7.75
Bottom Performers	= \$12.44

Using automated system-to-system eCommerce methods?

Airgas has the ability to process and transact standard business documents, including purchase orders and invoices. We support a variety of protocols, including cXML and EDI.

Airgas SupplySync by the Numbers

Get a seamless link to your eProcurement platform for a quantifiable difference

50:1

The average ratio of Airgas paper **invoices to one purchase order** before implementing Airgas SupplySync

UP TO
\$100

Total administrative costs associated with generating a single purchase order

OVER
1,000

Number of transactions Airgas SupplySync handles daily

50%

Average customer AP **cost savings** from Airgas SupplySync

150+

Customers utilizing Airgas SupplySync

NEARLY
100%

Billing accuracy with Airgas SupplySync

10
SECONDS

How long it will take to get started by visiting Airgas.com/managespend

GET STARTED

Find out how easy it is to connect Airgas SupplySync to your current platform. Our team can work with you to determine the best system configuration to meet your business needs. For more information, please email eservice@airgas.com or visit <http://www.airgas.com/services/airgas-supplysync>.

Airgas.com or Airgas SupplySync?

Compare each option and choose the right solution to help solve your business needs

Account Management	Airgas.com	Airgas SupplySync
Mobile Access — Access products and account info anytime, anywhere	●	●
Order History — View up to 12 months of online and in-store orders	●	●
Invoice History — View up to 12 months of invoices	●	●
Proof of Delivery (POD) — Confirm deliveries across multiple locations	●	●
Cylinder Balance — Access key details about cylinders in your possession	●	●
Certificate of Analysis (COA) — Obtain COAs for any gas ordered	●	●
Account Configuration — Manage and update your online profile	●	●
Requisition Approval — Increase access while maintaining control	●	
Safety Data Sheets — Access over 1,000 Safety Data Sheets	●	●
Shop		
Static/Hosted Catalog — Shop from a fixed list of contracted items		●
Punchout Catalogs — Allow users to shop online via your eProcurement solution		●
Contract/Negotiated Pricing — Get your price whenever and wherever you buy	●	●
2-Day Shipping — Get your orders in two days or less (95% of U.S.)	●	Available
Custom Catalogs — Control and customize your Airgas web catalog		●
My Items/Sales History — View contracted items and recently purchased products	●	●
Order		
Express Ordering — Enter just products numbers to get exactly what you need	●	●
Frequently Purchased Items — Keep tabs on your account's most ordered items	●	●
Managed Lists/Templates — Create detailed products lists and manage existing ones	●	●
Quotes — Request product/price info or order online from a prepared quote	●	●
Order Methods		
Electronic Transmittal — Send electronic versions of your orders (cXML or EDI)	●	●
Email — Send orders via email	●	●
Fax — Send orders via fax	●	●
Order Confirmation		
Electronic Transmittal — Receive electronic order confirmations (cXML or EDI)		●
Email — Receive order confirmations via email instead of paper	●	●
Invoicing		
Electronic Transmittal — Receive electronic invoices (cXML or EDI)		●
Email — Receive invoices via email instead of paper	●	●
Procurement Portal — Automatically transform your purchase order (PO) into an invoice		●
Payment		
Pay Invoices — Pay invoices across multiple sites and projects	●	N/A
Account Payment Preference — Select from a variety of payment options	●	N/A
Stored Payment Information — Save credit card information online or pay with Airgas account	●	●

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