

Facilisgroup Celebrates 10 Years in the U.S.

SAINT LOUIS, MISSOURI, SEPTEMBER 2016 –

Facilisgroup recently celebrated 10 years of community, technology and supply chain success in the United States. The company is a market leading technology and business services provider dedicated to creating growth opportunities for its promotional products distributor Partners.

We've Only Just Begun

Originally founded in Canada in 2000 by Dan Rochette, Facilisgroup was established in the U.S. in 2006 by a partnership between Rochette, Martin Weber and Chuck Fandos. This allowed the business to grow in both countries.



“I can say, without any hesitation, that these past 10 years have been the most enjoyable years of my professional life. They were driven by a mission to build a community that fostered growth and excellence. We built processes. We developed and implemented technology solutions. We connected with each other to share insights and knowledge. We came together as a community. And we made so many friends,” said Martin Weber, Facilisgroup’s Chief Business Development Officer. “The past 10 years mean so much to me that it is difficult to sum this up succinctly, but what resonates most for me is the Facilis community as a whole. I am most proud of our community.”

Facilisgroup owes some of its success to its owners’ extensive experience in the promotional products industry prior to starting the technology company.

“I’m proud of my 35 years of service in this industry. And thanks to the outstanding team we’ve assembled, the last 10 years have been my most exciting and rewarding yet. Sure, I’ve lost a few hairs along the way. But I chalk it up to our bold commitment to innovation. We will always challenge conventional thinking in pursuit of an empowering work environment and the ultimate experience for our customers,” said Dan Rochette, Facilisgroup Founder and Chief Technology Officer.

The company continues to add Partners and Preferred Suppliers to strategically build the community. Numbering 105 independent distributor partners, Facilisgroup is now one of the largest buying groups in the industry - collectively selling over \$550 million per year. They report member growth at double to triple the industry average.

“The past ten years have been quite a ride for all of us at Facilisgroup. The growth we’ve experienced has been tremendous. We look forward to even more growth – within our community, technology and supplier relationships. Going forward, to be amongst the winners in the promotional products industry, we have to continue to add value to our Partners, and learn from our community,” said Chuck Fandos, Chief Executive Officer of Facilisgroup.

We Will Rock You

The company’s guiding principle of community has created an environment of collaboration, encouraging Suppliers and Partners to work together to help everyone grow. Facilisgroup’s Partner Summit and Supplier Showcase events are one way of fostering these relationships.

“We just had an event in Florida with 500 people, and I remember an event in St. Louis maybe 8 years ago with 25 people there. The excitement and enthusiasm and closeness are still there. I think the future looks bright for our community” said Fandos.

The Future’s So Bright, You Gotta Wear (Branded) Shades

Facilisgroup’s dedication to providing business services and exclusive, proprietary software spurred a recent rewrite in which the user interface has been improved and many new features have been added. The new features improve tested and successful business workflow processes, and cap a decade of service to the promotional products industry.

“Facilisgroup has been very good at understanding new and evolving trends and challenges, and identifying the next big thing. We have never been afraid to try new things. And we have pretty consistently been able



to provide our Partners with the tools to prevail in an increasingly competitive environment. The next 10 years will be all about leveraging our resources to influence positive change in the industry to optimally benefit our Partners. We have come a long way, and together we are a force,” said Weber.

The company will continue to roll out updates to its cloud-based software in the coming months, with further innovation and improvements added along the way.

“When you lead from the front, change must be a welcome partner on your journey. That’s been our mindset from the beginning, and it’s positioned us to expect the coming years

to be our most productive and revolutionary to date. After all, innovation, growth, and leadership are in our DNA and will continue to solidify Facilisgroup as a driving force in the industry. Great things are on the way!” said Rochette.

ABOUT FACILISGROUP

Facilisgroup is dedicated to delivering business growth for our supplier and distributor partners. By focusing on three distinct principles – Community, Technology, and Supply Chain, our company has become the market-leading business platform and technology services provider. We leverage our industry expertise and technology to deliver significantly increased sales, and reduced operating expenses all under our Partner’s own brand identity. Facilisgroup is headquartered in St. Louis, MO, with offices in Ottawa, Canada.

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