



Member Spotlight: Metal Networks AI

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Who We Are

Launched in 2017 with the goal of revolutionizing the metals supply chain (**Distributors, Service Centers, Mills, Webstores**) with search-driven technology that significantly streamlines customer-facing processes.

METAL NETWORKS



Meet JAQI®

Our patent-pending machine learning & natural language processing '**Search Agent**' who enables *fast* search for the metals* industry

* Metal Service Centers (MSC's), Master Distributors, Mills, Stocking Distributors/Wholesalers, e-Commerce Retailers

Current Metal Networks AI solutions

Fast search is in the heart of everything we do



1

Future proof quoting
experience which
evolves with your
business
(JAQI® + Your ERP)



2

**E-commerce &
webstore** adoption
accelerated when
powered by
JAQI® Search



3

**Distributor only
platform** that
effectively matches
buyers with the right
product using JAQI®
Search

Plug & Play Enterprise Solutions (D2C)

Productivity Tool + Network (D2D)

The Buyout Problem **Illustrated**

1. My customer asked for 10 items but I only have 8 in stock.



"I don't want to lose this customer if I cannot fill 100% of the order."

2. I need to find distributors that stock these products & issue RFQ's.



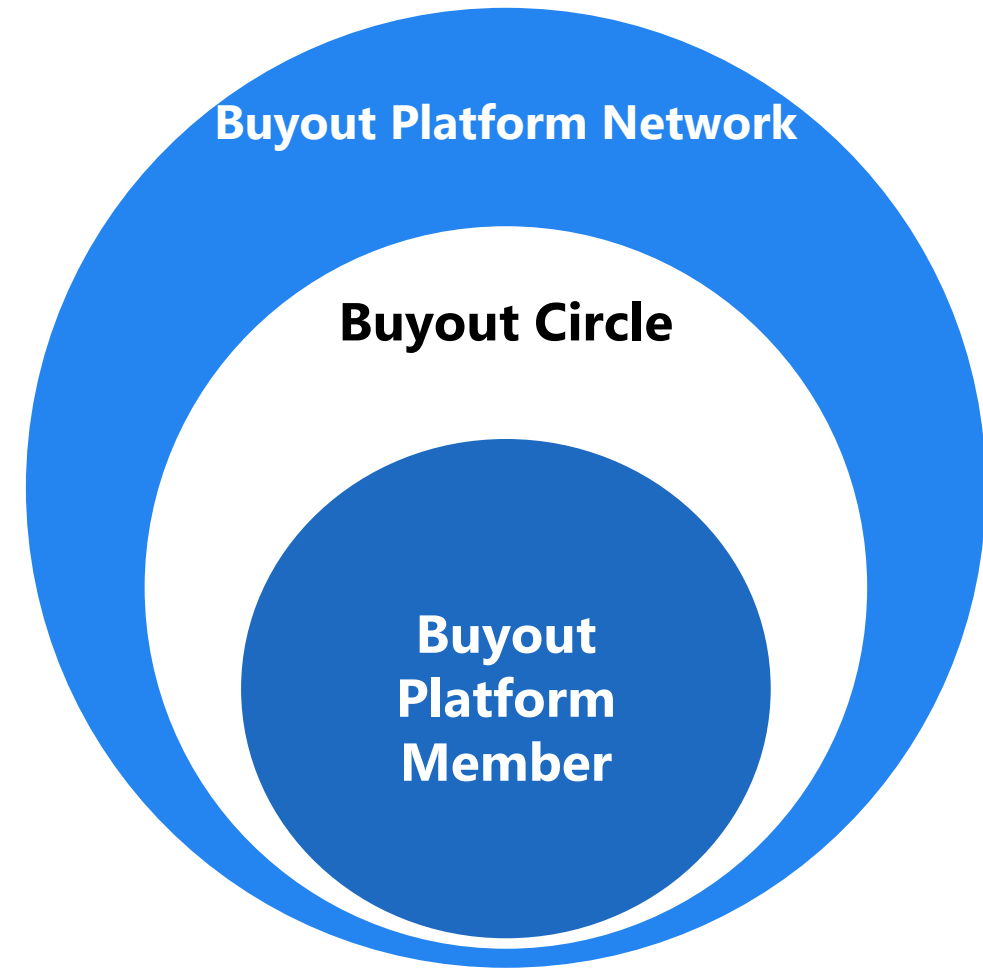
"This is so time consuming & cluttering my inbox"

3. I need to evaluate all RFQ responses & coordinate logistics to fill my customer order.



"If we could just stock better, I wouldn't have to do all this work!"

Buyout Platform How it Works



- 1) **Fast sign up** process – less than 2 minutes
- 2) Create **Catalog** – Similar to Line sheet (not public)
- 3) Distributor creates **RFQ** using **JAQI**®
- 4) While the RFQ is being created, **JAQI**® **matches** product searches to **catalogs** created by other distributors
- 5) RFQ can be sent to **existing Contacts (Buyout Circle) + Dist. Suggested by JAQI**® (Network)
- 6) Responding contacts register for **FREE** & submit bid (price, availability, test reports etc) + Keep track
- 7) Responses are compared on one screen
- 8) Prices received and sent available to all team members
- 9) If you like what you receive, Send PO and repeat

Subscriber ROI **Indisputable Value**

Single User ROI Example:

Sales Rep = \$5M/yr
Fill Rate Increase = 5%
New Business = \$250k
Avg GM = 10%

Net New GM =
\$25k/yr/user

Subscription @
\$150/mo/user =
US\$1,800/yr
x5-20 reps/distributor



10x IRR (<1 Month) on subscription fee =
higher + faster fill rate



Reduce buyout administration time
by **50-75%**



Reduce working capital by leveraging
channel stock



Dashboard & analytics provides **actional insights** into stocking strategies & trends



“Come for the tool, stay for the network”

– Modern Monopolies by Alex Moazed & Nicholas Johnson

Metal Networks AI
Houston, TX
Toronto, ON

Learn more: <https://metalnetworks.ai/>

Schedule a meeting: <https://calendly.com/akhowaja/intro>

Join the Buyout Platform: <https://buyouts.metalnetworks.ai/>

Target Market Feedback

Sales & Procurement Managers, Directors/VP's, Product Managers, Supply Chain Coordinators, Vendor Relations, Sales Reps

"Really like the D2D concept as it operates horizontally in the supply process"

"Really like the concept on faster buyouts, will really save time"

"Due to uncertain supply, the platform would be a great tool"

"This tool will save a lot of time especially when sales teams are working remotely"

"Simple enough to be usable for an old man like me"

"As a manager, I like that my team can see quotes/ bids history company-wide"

"I am glad that I can run it independently of my ERP as I don't have one"

"We do a lot of buyouts and MN tool will be very helpful"

"Little or no bottlenecks when receiving pricing"

"Like the catalog creation part"

"Very intuitive and straight forward interface"

"JAQI search is WOW"