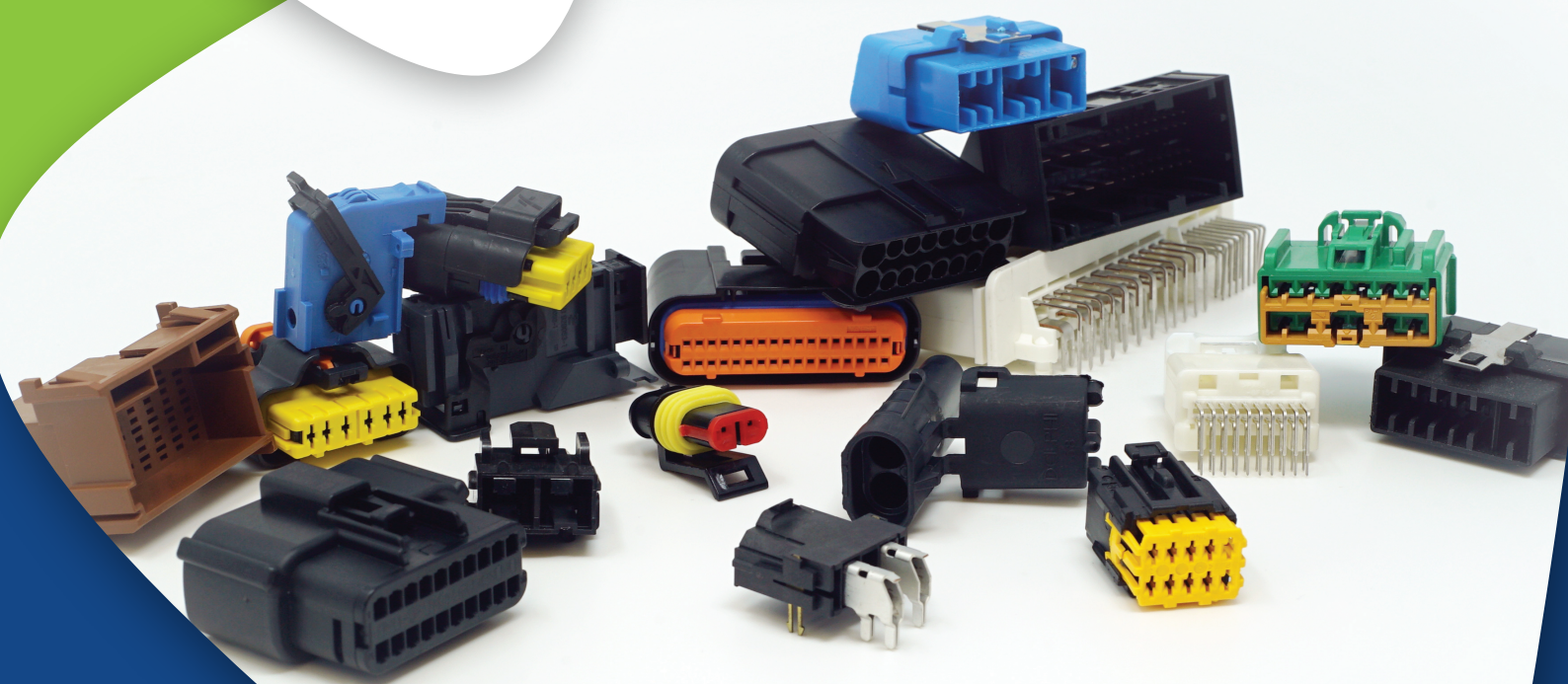




**ELEXCHANGE**

WWW.ELEXCHANGE.EU



Whether

you want to get rid  
of stock inventory  
you no longer need

or

you are searching  
for W/H components

**ELEXCHANGE**

is what you have been  
looking for!

SELL

BUY

# ELEXCHANGE



The companies listed on this page are just some of those on ELEXCHANGE



ELEXCHANGE is an e-commerce platform conceived and created by Multiconn srl, which is a company active in the connection market since 2001.

ELEXCHANGE's mission is to offer a HUB, designed and created to simplify the search, sale and purchase of connectors and components for cableharnesses.

Whether you want to purchase or to sell components for wire-harnesses, ELEXCHANGE is the right solution for your Business.

Take actively part in  
**this Network!**

Benefit from your  
**stock** and give **new life**  
to your **overstock**.

In Italy and abroad,  
companies have chosen  
**ELEXCHANGE!**

Our Green Policy on the (re)-use of components instead of disposal, makes some new materials available on The network WITHOUT the need for the usual manufacturers' MOQs.



## For those who **sell**

- Liquidity and space ✓
- Stock inventory reduction ✓
- New Business Opportunity ✓
- No entrance fee to join the ✓

Will the market still be able to absorb these products?

Stock inventory value decreases more and more over time, until disappearing. Products are therefore a weight that takes up space, becoming a cost rather than a resource.

## For those who **buy**

- ✓ No MOQ constraints
- ✓ Lead Time reduction
- ✓ Management of hard to find brands
- ✓ Reduction of waiting times to get quotes from manufacturers

The search is often more expensive than the purchase itself!



If You want **to buy** or **to sell**  
connect your Business with



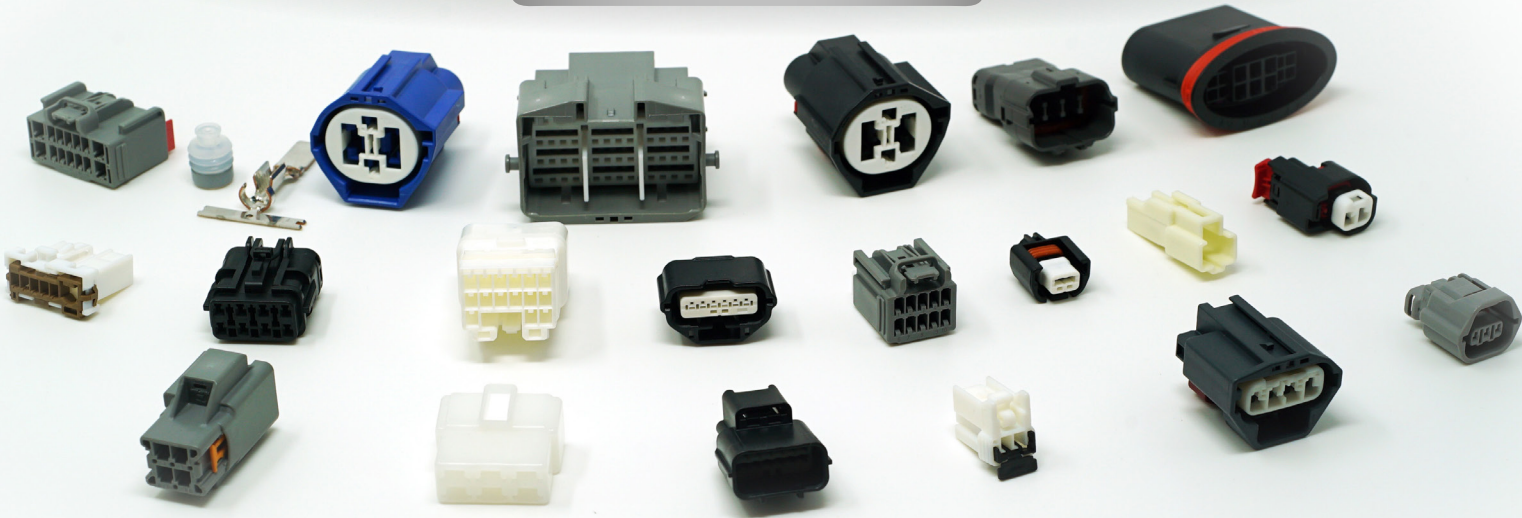
ELEXCHANGE is automatised.

All components are first selected and checked by our Suppliers. Afterwards Multiconn will double-check all quality criteria relating to condition, packaging and storage.

Elexchange by numbers

**220** member companies

**10.550** managed p/n





# Why choose **Elexchange**

## Stock inventory laying for long time!

Whether you want to sell or buy, ELEXCHANGE is the right solution to reduce inventory and maintain a positive cash flow for your company.

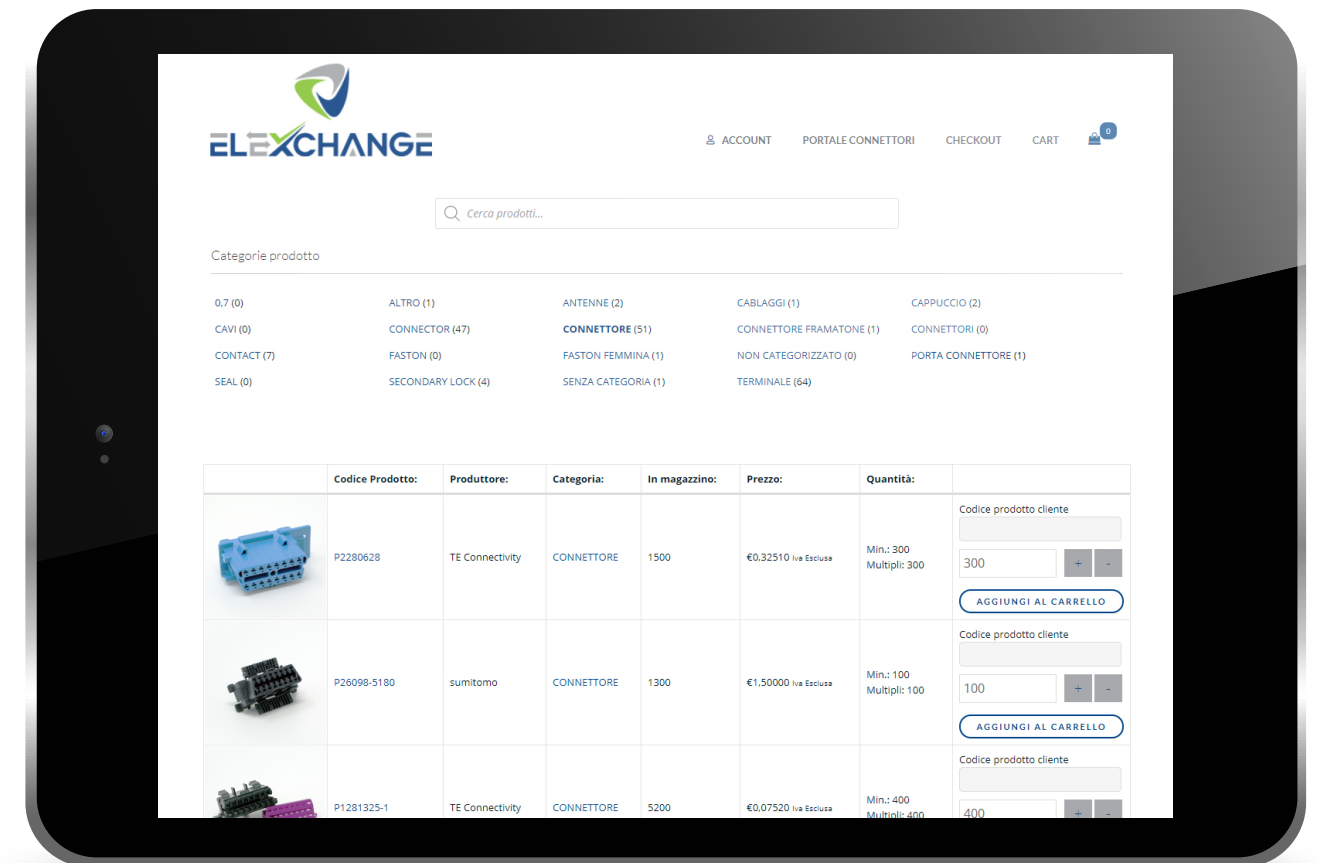
ELEXCHANGE helps to find the right connectors and components for W/H, meeting your needs and drastically reducing lead times.

Why stock up on inventory, if a search on Elexchange might be enough?

Do you have connectors or W/H components that you do not use any longer?

Sell them through **ELEXCHANGE**!

Reduce immobilized capitals and grow your company.



## The Solution

ELEXCHANGE is a complex network of companies, which interact and collaborate with the common aim of:

- ✓ Sharing resources: connectors and W/H components
- ✓ Optimizing warehouse storage
- ✓ Reducing unused stock inventory
- ✓ Generating positive cash flow
- ✓ Shortening lead times



Don't let manufacturers' MOQs be a burden to your business; what exceeds your needs, can be sold through LEXCHANGE.

# Commercial Strategy

ELEXCHANGE Hub is dynamic and automated; it is supported by a powerful CRM, which enables to analyze, elaborate, and integrate the information from various sources, in full compliance with the newest GDPR policy. It is a great support to optimize the commercial relationship with the member companies, which have chosen ELEXCHANGE.

CRM is a terrific tool:

- to refine customer service, by minimizing reaction time;
- to communicate consistently, by sending newsletters regarding special offers and discounts;
- to build customer loyalty, by sending targeted communications with exclusive offers based on received inquiries

# Vision and Development

The broader the spectrum of customers is, the easier to reallocate overstocks is.

That's why ELEXCHANGE has already moved its first steps in Italy and abroad, starting with local markets up to the rest of Europe.

The aim is to enrich the platform more and more with new lists of materials, coming from different States and to increase exponentially the interchange of overstocks among each member company of the Hub.

The next step is ambitious:

to make European overstocks available in the Far East, relying on Multiconn ILQ Office (Inspection-Logistic-Quality) at Hangzhou, Zhejiang in China, becoming a European platform operating in the Asian market.





Take actively part in this **Network!**

Benefit from your stock and give **new life**  
to your **overstock!**

In Italy and abroad, many companies have  
chosen **ELEXCHANGE!**

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