

STAPLES®

## Diversity Supplier Profile



*"For over 24 years, Proftech has been driven by our focus on service excellence. As we look to our future, we're proud to partner with industry leader, Staples. Customer service and operational excellence are the hallmarks of Proftech's success. Staples exemplifies this excellence on a larger scale. Working closely with Staples enhances our ability to serve all customers, locally, regionally, nationally, and internationally."*

*Jose Montiel, President  
Proftech*

## Proftech

Our Diversity Supplier Program leverages the individual strengths of first-class, diversity office supply providers. This program enables these providers to work together with Staples® and offer our customers an effective, national MWBE program that provides the service, scope and reach they require.

### Proftech

Proftech was founded in 1980 by its president, Jose R. Montiel. As a college student, Mr. Montiel dreamed of creating his own business venture. In one of his term papers at school, he identified office supplies as a recession-proof industry. After graduation, he founded Proftech and his dream became a reality: in 2005 Proftech will celebrate its 25th year in the Office Products Industry.

From humble beginnings in a 12' x 12' corner of a warehouse and three employees, the company has grown to serve customers nationwide. Today, Proftech delivers a full line of office products, furniture and computer products from 38 strategically located facilities throughout the United States. As one of the nation's largest Hispanic-owned office product companies, Proftech's president was recently awarded "Hispanic Business Man of the Year" from the National Hispanic Business Group. Its modest initial sales have grown to more than \$15 million annually.

### eCommerce capabilities include:

- A full electronic commerce suite offering
  - Web-based order management solution
  - Best-in-class functionality
  - Integration to all eProcurement platforms
  - Punchout/Roundtrip – XML, EDI POs
  - XML, EDI, Flat file or email invoices – credit card/P-card
- Program reporting
- Customer service
- Account management
- Sales support

### Certifications:

- Various states
- NMSDC
- Small Business Administration (SDB)

Proftech prides itself on being large enough to handle your business, while remaining small enough to bring you personal attention. The company credits service excellence as the cornerstone of its philosophy and an unparalleled level of personal service as key to its success. Staples is proud to work with Proftech as part of our innovative Diversity Supplier Program.

To learn more about Staples commitment to diversity, or if you are a minority-owned business interested doing business with Staples, visit our Web site at [www.StaplesContract.com/MWBE.asp](http://www.StaplesContract.com/MWBE.asp).

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The Staples advantage **at work.**®