



"We're excited to partner with Staples to serve the expanding needs of our long-standing customers as well as new customers. Based on our shared business values, this partnership will allow Tejas to benefit from and grow with Staples' industry expertise and unique approach to fulfilling customer needs."

Stephen Fraga, President
Tejas Office Products

Tejas Office Products, Inc.



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

Tejas Office Products

Purchased by Lupe Fraga in 1962 for just \$10,000, Tejas Office Products, Inc. has grown to be one of the largest independent office products companies in Texas and the largest in the Houston area. From its office and warehouse in northwest Houston, Tejas distributes quality office products and services across Texas and the U.S. Honored as "2002 MWBE Supplier of the Year" by Shell Oil Company, and "2003 Vendor of the Year" by Centerpoint Energy, the company now boasts more than 50 employees and approximately \$15.7 million in sales. They also received the "Supplier of the Year" award from the Houston Minority Business Council in 2006.

From its original focus on personalized customer service, to the company's move into eCommerce, Tejas has continued to maximize its capabilities to better serve its growing customer base. As an early adopter of Internet-based ordering, Tejas made initial and ongoing technology investments to bring eCommerce-ordering efficiencies to its customers. Their highly trained staff applies great skill, flexibility, adaptability and experience to all customer-driven issues.

eCommerce capabilities include:

- A full electronic commerce suite offering:
 - Web-based order management solutions
 - 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

Tejas' slogan, "We make your business day easier," is truly the way the company operates. From the receptionist to the delivery driver to the company president, everyone at Tejas is ready to do whatever it takes to ensure customer satisfaction. Staples is proud to work with Tejas 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 in doing business with Staples, visit our Web site at www.StaplesContract.com/MWBE.asp.

Tejas webstore on eDiversity Network

eProcurement that **works** for you.**Add efficiency and control to your supply ordering.**

We created a business-to-business Internet-ordering solution, exclusively for our customers. We'll help you control your ordering process, reduce your costs and minimize the time and effort you spend on procurement.

Control and efficiency are two key elements to success in today's competitive marketplace. You're spending valuable time manually processing and approving office supply requisitions for your office supply needs. We can drastically streamline that process and free you to concentrate on strategic business activities.

- Order from any computer, anytime
- Contract-specific pricing
- Strong controls to centralize costs and manage spending
- Resource Center with personalized program information
- Immediate access to more than 30,000 products
- Manage orders from a single Web page
- Customized purchase approval process
- Package tracking
- Online returns

Maximize your eCommerce options.

Connect the way that works best for you:

- Directly at <http://tejas.ediversitynetwork.com>
- Through eProcurement applications of your choice
- Through eMarketplaces or exchanges of your choice

Your business will benefit:

- Leverage corporate volume discounts by consolidating and channeling business to one preferred vendor
- Extend purchasing tools departmentally or regionally to fill needs firsthand, while you maintain overall control of the approval and purchasing process
- Customize your buying experience with immediate access to product inventory information and prices that are unique to your account

Seamless integration with any eProcurement application:

We can quickly, easily and securely connect to any system using any XML standard to help you achieve an immediate return on your technology investment. Our implementation process allows us to seamlessly link any eProcurement application, eMarketplace or Exchange within 45 days, and often less.

We continue to work with legacy, proprietary, ERP systems, and traditional EDI protocols, as we have for over 19 years.

We are also continuously improving our technology and are working with many innovative industry-leading companies — some of which include:

- Ariba
- Oracle
- SAP