

# THE STRATEGIC ADVANTAGE OF BLANKET ORDERS

## A SMARTER WAY TO SECURE SUPPLY, STABILIZE COSTS, AND STRENGTHEN PERFORMANCE

In today's water treatment industry, reliability is everything. Whether supporting commercial facilities, healthcare environments, industrial operations, or municipal systems, water treatment professionals must ensure consistent access to high-quality components and systems.

One proven way to protect margins, improve planning, and reduce operational risk is through a blanket order agreement.

A blanket order is a long-term purchasing agreement between a customer and AXEON Water Technologies that allows for scheduled product releases over a defined period of time at predetermined pricing and quantities.

When structured properly, blanket orders are more than a purchasing tool — they are a strategic operational advantage.



### WHY BLANKET ORDERS MATTER IN WATER TREATMENT

Water treatment projects operate on timelines. Installations are scheduled. Service commitments are promised. Clients depend on consistency. Blanket orders help ensure that supply, pricing, and production capacity are aligned with your real-world operational demands. Instead of reacting to market shifts, inventory shortages, or last-minute procurement challenges, blanket orders allow you to plan proactively.

## STRATEGIC BENEFITS

### 1. FINANCIAL ADVANTAGES

#### COST SAVINGS

- Committing to larger volumes upfront allows organizations to negotiate better prices.
- Reduced per-unit cost supports stronger margins.
- Long-term agreements may qualify for additional pricing stability.

#### PREDICTABLE BUDGETING

- Pre-established pricing improves financial forecasting.
- Scheduled releases allow accurate expense planning.
- Reduces surprise cost fluctuations during peak demand periods.

# STRATEGIC BENEFITS CONTINUED

## 2. OPERATIONAL STABILITY

### ENHANCED SUPPLY CHAIN SECURITY

- Secures a steady flow of essential components.
- Reduces exposure to supply disruptions or shortages.
- Reserves production capacity in advance.

### REDUCED LEAD TIMES

- Pre-scheduled manufacturing allocation.
- Faster release fulfillment compared to last minute orders.
- Greater production planning efficiency.

## 3. INVENTORY OPTIMIZATION

### IMPROVED INVENTORY MANAGEMENT

- Maintains optimal stock levels.
- Reduces stockouts that cause service interruptions.
- Limits excess inventory and carrying costs.

### BETTER DEMAND FORECASTING

- Aligns purchasing with actual consumption patterns.
- Minimizes overstocking or understocking.
- Enables data-driven operational decisions.

## 4. STRONGER SUPPLIER RELATIONSHIPS



### LONG-TERM PURCHASING COMMITMENTS STRENGTHEN COLLABORATION BETWEEN YOUR TEAM AND AXEON

- Priority service and scheduling consideration.
- Improved communication around production and availability.
- Greater operational alignment.

In a competitive industry, strong supplier relationships translate directly to reliability in the field.

## 5. SUSTAINABILITY CONSIDERATIONS

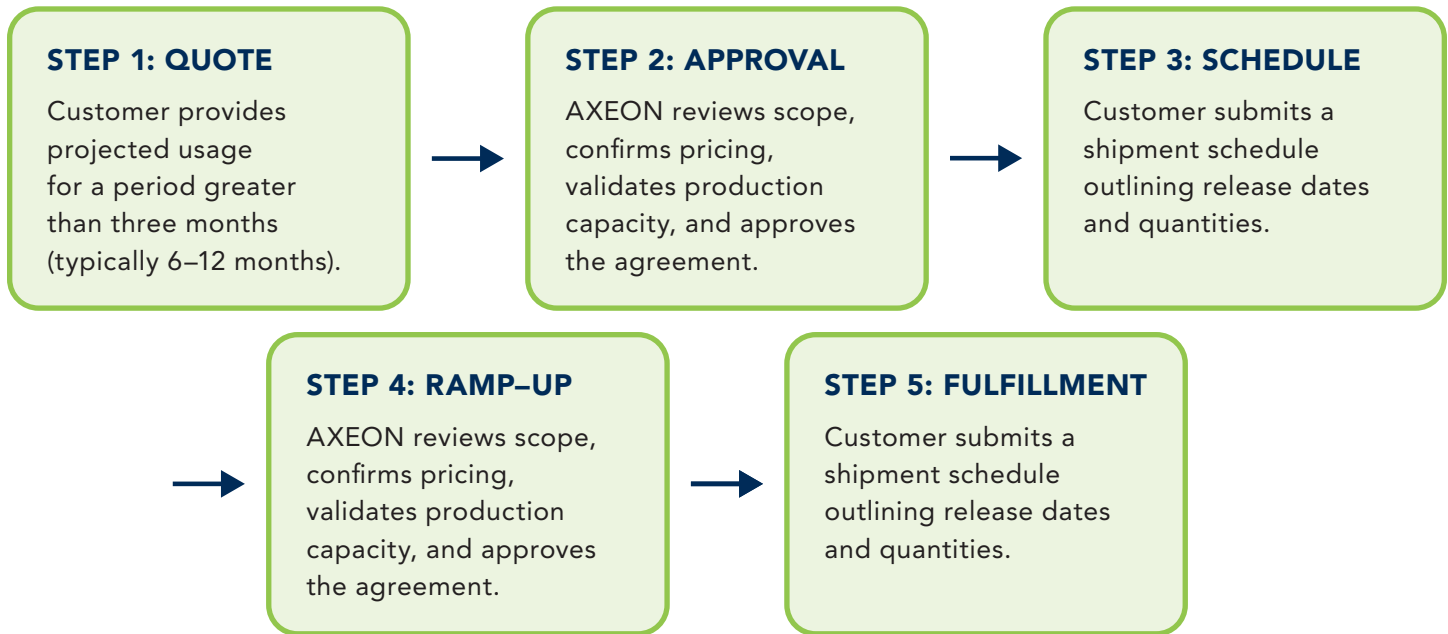


### PLANNED PROCUREMENT SUPPORTS MORE SUSTAINABLE OPERATIONS

- Reduces emergency shipments.
- Minimizes waste from rush production.
- Encourages structured supply chain management aligned with environmental goals.

# HOW THE BLANKET ORDER PROCESS WORKS

BLANKET ORDERS FOLLOW A CLEAR, STRUCTURED WORKFLOW DESIGNED FOR EFFICIENCY AND PREDICTABILITY



## BLANKET ORDER OPTIONS

AXEON OFFERS TWO TYPES OF BLANKET ORDER AGREEMENTS

### 1. STANDARD BLANKET ORDERS WITH SCHEDULED RELEASES

**APPLIES WHEN:**

- Customer places a purchase order within the calendar year.
- Duration exceeds three months.
- Pre-scheduled shipment dates are requested.

**BENEFITS INCLUDE:**

- Reduced lead times.
- Scheduled production reservation.
- Assured product availability.
- Improved operational planning.

### 2. CUSTOM NON-CANCELLABLE BLANKET ORDERS WITH SCHEDULED RELEASES

**APPLIES WHEN:**

- Order duration exceeds three months.
- Products are classified as custom or special order items.
- Pre-scheduled shipment dates are requested.

**BENEFITS INCLUDE:**

- Dedicated account management.
- Structured shipment coordination.
- Reserved production allocation for custom builds.

This option provides maximum production assurance for specialized products.

# KEY POLICY GUIDELINES

TO ENSURE CLARITY AND CONSISTENCY, BLANKET ORDERS FOLLOW THESE GUIDELINES:

**1. NON-CANCELLABLE BLANKET ORDERS CANNOT BE CANCELED OR REFUNDED ONCE PLACED. CUSTOMERS REMAIN FINANCIALLY OBLIGATED EVEN IF SCHEDULED RELEASES ARE NOT SHIPPED.**

**2. ALL SCHEDULED RELEASES MUST BE COMPLETED WITHIN A 12-MONTH PERIOD OR LESS. REMAINING QUANTITIES WILL AUTOMATICALLY SHIP AND INVOICE AT THE END OF THE 12-MONTH TERM.**

**3. A 45-DAY ADVANCE NOTICE IS REQUIRED FOR ANY QUANTITY, DATE, OR GENERAL ORDER CHANGES.**

**4. SHIPMENT DATES MAY BE ADJUSTED ONE TIME PER PENDING ORDER PER CALENDAR YEAR.**

**5. ALL BLANKET ORDERS REQUIRE AXEON MANAGEMENT APPROVAL PRIOR TO CONFIRMATION.**

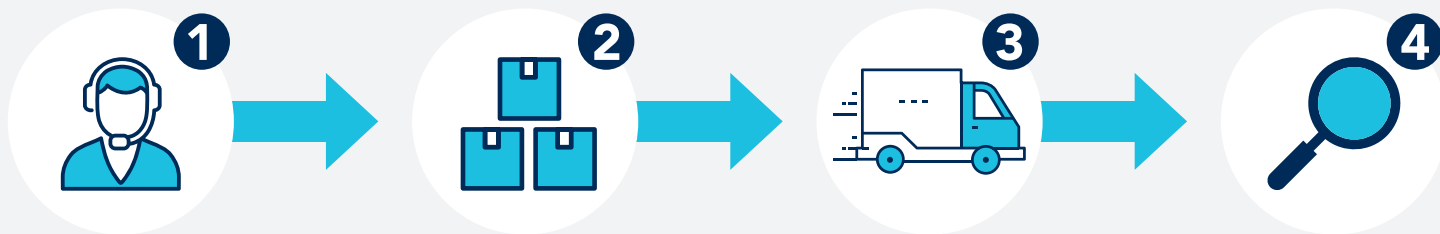
**6. PRICE ADJUSTMENTS, IF APPLICABLE, WILL BE COMMUNICATED IN WRITING.**

**7. BLANKET ORDERS OPERATE UNDER AXEON'S GENERAL TERMS AND CONDITIONS.**

**RELEASE TIMING MAY VARY BASED ON PRODUCT AVAILABILITY. EXPEDITED REQUESTS ARE SUBJECT TO AVAILABILITY AND MAY INCUR EXPEDITE FEES.**

# HOW TO GET STARTED

INITIATING A BLANKET ORDER IS STRAIGHTFORWARD



## STEP 1:

Contact your AXEON Account Representative.

## STEP 2:

Provide projected usage for the next 6-12 months.

## STEP 3:

Submit preferred shipment schedule.

## STEP 4:

Review and approve blanket order agreement.

## FOR ASSISTANCE:

CALL [800-320-4074](tel:800-320-4074) OR

EMAIL [SALES@AXEONWATER.COM](mailto:SALES@AXEONWATER.COM)

CONTACT US BY PHONE OR EMAIL  
MON-FRI FROM 7:30AM-4:30PM PST



## THE AXEON COMMITMENT

Since 1989, AXEON Water Technologies has engineered and manufactured innovative membrane filtration systems and components for Water Pros worldwide.

Our goal is simple: deliver dependable solutions that support your business growth, operational efficiency, and customer commitments.

**BLANKET ORDERS ARE ONE MORE WAY WE HELP YOU PLAN SMARTER, OPERATE CONFIDENTLY, AND DELIVER CONSISTENTLY.**