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ESG ACHIEVES INCREASED SAVINGS, DIVERSE SPEND, AND RECOGNITION FOR MACLELLAN INTEGRATED SERVICES

**15% Expense Reduction and Diverse Spend
That Exceeds Best-in-Class Highlight Results**

LEXINGTON, KY, January 11, 2021 – Equity Solutions Group (ESG), a certified MBE, announced today the results of their multi-year engagement by MacLellan Integrated Services. ESG provides third party procurement support services, including automation of the entire purchasing cycle, through experienced people, proven strategic sourcing processes and a proprietary technology platform. The company also offers a ready-to-go catalog delivering immediate savings and the technology to access it, compatible with any existing procurement software a customer may be using.

For over two decades and with 26 locations across the country, MacLellan Integrated Services, Inc. has been an industry-leading provider to some of the world's top manufacturers with critical industrial process and facility support services. In 2017, ESG was engaged by Jeff Betzoldt, MacLellan's owner and founder, to put their expertise to work for them by outsourcing a significant portion of MacLellan's purchasing process and spend. Results to date include:

- ESG has achieved a 15% expense reduction on products purchased versus historic baseline costs across multiple MRO related categories including safety/industrial supplies, office supplies, chemicals and more.
- Tier 1 diverse spend jumped from less than 20% to over 70%. Tier 2 diverse spend now exceeds 21% (best in class range).
- ESG's "many-to-one" portal allows access to savings from multiple suppliers via single interface. Steven Eades, MacLellan's Commercial Director, confirms that consolidation of the multiple business critical fulfillment companies the company uses down to ESG's unified online catalog has simplified the technology barrier and user experience. "Every fulfillment company we use has their own web site, their own interface...it can get confusing and slow down the ordering process," he adds. "With ESG's portal, our users only need to go to one place to buy all the products and services they have historically bought but at lower costs."



- MacLellan’s increased emphasis on diverse spend and cost savings played a part in the company being awarded Toyota North America’s prestigious *Superior Performance Award* in 2019.

As a certified minority-owned supplier, all goods and services provided by ESG serve to increase customer Tier 1 diverse spend. “Our platform and business model was birthed out of need,” says Ray Daniels, ESG’s President and CEO. “With it, not only do we offer a means for organizations to immediately enhance that Tier 1 spend. ESG also further develops Tier 2 spend up and down the entire supply chain.”

ESG will continue to consolidate and aggregate needed goods with existing fulfillment companies, reduce the number of SKUs utilized, maximize leverage for price cuts, and further standardize items being used across the enterprise. “We are confident ESG will provide procurement analytics and standardization allowing MacLellan to maximize leverage and further reduce costs,” says Eades. “ESG’s valued partnership will aid MacLellan’s competitive advantage for the foreseeable future, support MacLellan in meeting our current clients’ savings targets and reduce costs for future clients.”

“This is a strong example of how supplier diversity can really work when all parties involved are doing it for the right reasons and want to have a business benefit with measurable results,” confirms Betzoldt. “Put simply, these results are what happens when supplier diversity goes right!”

About Equity Solutions Group

Equity Solutions Group, LLC (ESG), a certified MBE, is a strategic sourcing, procurement support services, and executive recruiting firm with an emphasis on expense reduction while ensuring competitive participation from qualified diverse businesses and personnel. More than two decades of experience working with leaders in the manufacturing, service, and other industries worldwide enables us to develop a framework for providing strategic solutions. To learn more about ESG visit us at www.esgconsultingllc.com. To learn more about ESG visit us at www.esgconsultingllc.com.

About MacLellan Integrated Services, Inc.

MacLellan Integrated Services, Inc. is a privately held company specializing in plant and building facilities management and maintenance, industrial critical process cleaning, waste water treatment, and other plant support services. With headquarters in Lexington, KY USA and Chennai, India MacLellan employs approximately 9000 people worldwide. To find out more, please visit www.maclellanlive.com.

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