



Centralized Acquisition of Resources Everywhere

# National Accounts Program

# Nation C.A.R.E.®

NationC.A.R.E.® (Centralized Acquisition of Resources Everywhere) is Blue Giant's consultative sales and project management platform for National Accounts. It is designed to be a nationwide strategic equipment provider for customers across North America and select international markets. These customers recognize the value of standardizing their equipment, safety, and productivity goals.

Since 2013, our team's expertise in modernizing logistics operations has helped over 1,000 facilities across various industries reduce costs, boost efficiency, and seamlessly scale operations.

## Who Is a National Account?

A National Account is a company with regional, national, or international operations, managing multiple facilities with centralized decision-making or influence. These companies consistently choose Blue Giant products and solutions, expecting an elevated level of service, high-quality products, consistent pricing, and cost control across all locations.

## National Account Program Benefits



### INDUSTRY EXPERTS, COMMITTED TO YOUR SUCCESS

Our team is made up of industry experts with deep knowledge of market trends. We focus on education, not just sales, offering solutions that truly meet your needs.



### CUSTOMIZED, VALUE-ENGINEERED SOLUTIONS

Through discovery sessions, site visits, and value engineering, we deliver strategies that optimize performance and cost efficiency.



### PROOF OF CONCEPT FOR CONFIDENCE

Through product trials, showroom demonstrations, or installation visits, we validate solutions to give you confidence in every recommendation.



### SEAMLESS PROJECT MANAGEMENT

Our expertise in coordinating nationwide initiatives ensures consistency across all locations, meeting deadlines and budgets without compromising quality.

# Our Value Proposition



## SHOWCASE AND EDUCATION EXPERIENCE

As part of the Blue Giant University curriculum, we offer a personalized agenda focused on key priorities like designing efficient dock areas and enhancing loading bay safety. This hands-on experience also showcases the latest Blue Giant technologies in action. Guided by our experts and factory-trained distributor partners, you'll gain the insights needed to confidently choose a dock package that maximizes safety, productivity, and long-term value.



## PRODUCT TRIALS

Blue Giant offers product trials for qualified opportunities and National Account Partners. There is no better way to show quality, safety, and performance than to put the product to the test within a live demo application. It also ensures that you are getting the most current product portfolio, and the right product for your specific application requirements.



## NATIONAL PROJECT EXECUTION & MANAGEMENT

NationC.A.R.E.® provides national coverage with turnkey installation and project management, supporting every stage from specification to commissioning. Our team works closely with dealer partners and, when needed, deploys factory-trained Technical Field Specialists to ensure consistent, successful outcomes for our valued clients.



## WARRANTY ADVANTAGE

We stand behind our products with clear, non-prorated warranties that reflect our confidence in their long-term performance. If there's a published warranty we need to match or exceed, we will—plain and simple.



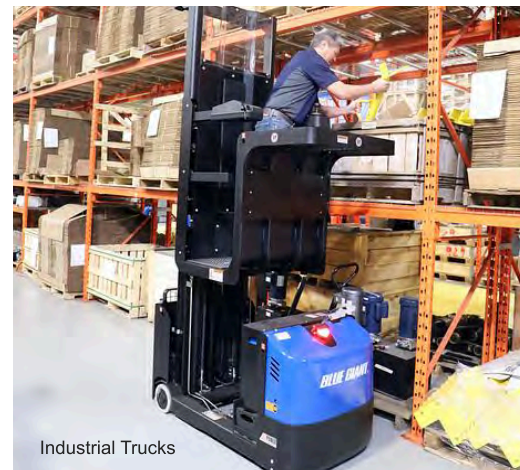
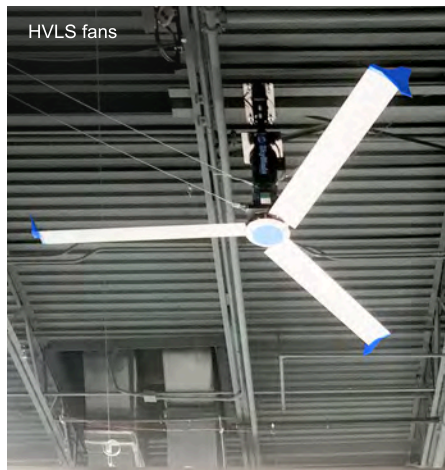
# Think Globally. Buy Centrally.



Dock Levelers, Controls and other Dock Accessories



Seals and Shelters, Vehicle restraints, Light communication



## WANT TO BENEFIT FROM THE BLUE GIANT NATION C.A.R.E.<sup>®</sup> PROGRAM?

Contact our national accounts team today at [nationcare@bluegiant.com](mailto:nationcare@bluegiant.com)

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