

# AGGREGATION SOLUTION

With aggregation we saved an average of 26% on cost of goods and services. We can now directly compete with larger organizations on price, where before we were at a cost disadvantage due to our size.

-Major Discount Drug Retailer

## The Challenge

### Is your spend too small to motivate suppliers to give you a really great price?

Companies without the benefit of such impressive purchasing power frequently find themselves paying more. Even the most experienced buyers find it impossible to overcome the hurdle of insignificant spend and lack of bargaining power that results from smaller buys. Is this you?

## The Solution

### The power of e-sourcing combined with aggregating volumes

Any organization can participate in an aggregate event. If you think you are too small for e-sourcing - think again, this is the perfect opportunity for you. When multiple companies, or different divisions within the same company, consolidate spend the results can be substantial – up to 38% savings or more. The trick to aggregation is ensuring the buyer and the supplier both benefit through enhanced process performance and shortened cycle times. Further, suppliers can gain even greater efficiencies through combined specifications, unified shipping requirements, and higher order volumes.

## The Features

Through aggregation companies have successfully sourced items for resale, not-for-resale, private label, supplies, construction, equipment, and travel – to name a few. The program also allows larger companies to aggregate volumes for small or tactical spends (i.e. store safes) to gain a pricing advantage. Aggregation is designed to allow you to maximize your savings no matter your size or item sourced, while eliminating unnecessary infrastructure and overhead.

Benefits of aggregation include:

- Reduced costs – improve product margin and profit
- Improved product quality and variety
- Additional sources of supply
- Optimized planning processes and product specifications
- Exposure to new suppliers
- Expanded visibility to current market pricing
- Increased organizational efficiencies
- Time savings
- Predictable results: analytics, historical trending, and fixed costs

For more information on how you can benefit from aggregation and the Intesource integrated software and services solution contact Len Kaplan, Vice President of Sales, at (949) 476-3715 or [lkaplan@intesource.com](mailto:lkaplan@intesource.com).

**Intesource**

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