

COMPLEX SERVICES

"...Auction platforms are everywhere these days. Intesource gave us the ability to get to the money that would have been left on the table with other solutions."

Jerry Cardinale
Senior Vice President
Rite Aid

The Challenge:

You've reached the point of diminishing returns on traditional categories such as office supplies, IT hardware, and basic direct spend. How can you continue to drive single digit or even double digit savings year over year?

It's time to move beyond traditional categories of spend and consider more complex categories to reach savings goals for 2011.

The Solution:

Successfully tackle complex categories with The Intesource e-Sourcing Suite featuring all-inclusive consulting and event services that are customizable and allow complete transparency and control over every step of the process.

Our customers have achieved savings in complex service categories including:

	Current Price	Total Savings \$	Total Savings %	Total Suppliers	Total Quotes
➤ 3rd Party Administrative Services	\$5,831,184.00	\$3,166,149.00	54.30%	11	44
➤ Background Checks	\$1,212,209.25	\$469,700.50	38.75%	13	1,446
➤ Floor Care	\$3,329,518.00	\$920,962.49	26.94%	19	1,006
➤ Inventory Services	\$310,429.88	\$81,745.00	26.33%	5	205
➤ Lawn Care	\$338,209.42	\$140,339.42	41.49%	238	4,201
➤ Physical Therapy	\$93,600.00	\$28,080.00	30.00%	6	32
➤ Printing - Free Standing Inserts	\$310,800.00	\$89,800.00	28.89%	6	69
➤ Purchase Cards	Average Rebate Increase 27 BPS			4	325
➤ Trash Hauling	\$490,871.40	\$132,793.00	27.05%	4	817

At Intesource, our mission is to understand your processes, people, and unique challenges in order to provide innovative solutions that are reliable, consistent, and deliver superior value. Keeping your current initiatives in mind, we bring to the table the flexibility and creativity to address categories you've never before considered for e-sourcing.

Companies like yours have achieved success through e-sourcing on complex service categories, generating significant savings, and improved processes. These benefits are available to our customers immediately without additional staff or a time consuming ramp up period.

For more information on how you can benefit from Intesource e-sourcing solutions and services contact Len Kaplan, Vice President of Sales, at (949) 476-3715 or lkaplan@intesource.com.



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