

SERVICES SOLUTIONS

We had some initial doubts due to our fairly complex category discovery, category management, and purchasing process. But when combined with the Intesource best practice methodologies and industry experience, we ended up with the most comprehensive processes in the industry. Intesource works with us.

- Major Discount Retailer



The Challenge

Not sure if e-sourcing will work for the categories you buy?

Your buys are too complex, there are too many variables, or the supplier base would never agree to participate in an online sourcing event, right?

We think you'll be pleasantly surprised at the wide range of categories Intesource customers have sourced. Granted, there are areas where e-auctions are not a good fit and we'll be the first to recommend another means of negotiation where appropriate. Our years of experience have led to the development of proven best practices, allowing us to guide you toward categories with the components for a successful event. Some of those categories include:

- > Line-of-Credit – 42%
- > Fire & Safety Inspection – 43%
- > Landscaping – 43%
- > Inventory Services – 10%
- > Long Dist. Phone Service – 24%
- > Security Guard Service – 8%
- > Armored Car – 25%
- > Janitorial Services – 39%
- > Hotel Stays – 25%
- > Fire Protection – 13%
- > Background Checks – 34%
- > Drug Screening – 42%

The Solution

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 your most complex buys.

Hundreds of companies and millions of supplier organizations of all sizes, industries, and geographies trust us to help them meet the complicated challenge of reducing their cost of goods and services. For more information on how you can benefit from e-sourcing contact Len Kaplan, Vice President of Sales, at (949) 476-3715 or lkaplan@intesource.com.

Intesource

www.intesource.com

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Intesource delivers average savings of over 18%. Actual event savings across all categories include:

Advertising:

- Mailers - 43%
- Print Advertising - 20%
- Printing, Free Standing Inserts - 29%
- Sign Kits - 33%

Checkout:

- Register Tape - 23%
- POS Systems - 20%
- Receipt Paper - 16%
- Shopping Cart Maintenance - 31%

Construction:

- Restrooms - 42%
- Street Paving - 16%
- Plumbing - 27%
- HVAC Units - 11%
- Roofing - 24%
- Flatwork - 32%
- Low Voltage Wiring - 22%
- Fixtures - 28%

Customer Service:

- Gift Cards - 57%
- Loyalty Card - 13%

Equipment:

- Cables - 39%
- Lighting - 56%
- Computer Equipment - 18%
- Door Hardware - 24%
- Uninterrupted Power Supply - 6%
- Switches - 22%
- Wireless Upgrade - 4%
- Automatic Door - 19%
- IT Equipment - 24%
- Waste & Recycling Containers - 13%
- Refrigeration Equipment - 19%
- Shelving - 36%
- Forklifts - 35%

Maintenance:

- Facilities Maintenance - 29%
- Landscape Fabric - 21%
- Pavement Rehabilitation - 16%
- HVAC Maintenance - 22%
- Lawn Care Services - 43%
- Floor Care - 25%
- Elevator & Escalator Maint. - 34%

Security:

- Security Equipment - 28%
- Closed Circuit TV - 33%
- Security Guard Service - 8%
- Safes - 15%

Services:

- Armored Car - 25%
- Long Distance Phone Service - 24%
- Line-of-Credit - 42%
- Fire & Safety Inspection - 43%
- Inventory Services - 10%
- Hotel Stays - 25%
- Background Checks - 34%
- Trash & Recycle Removal - 31%
- Pest Control - 17%
- Lease Reductions - 16%
- Janitorial Services - 39%

Supplies:

- Stretch Wrap - 20%
- Copy Paper - 13%
- Supplies - 16%
- Labels - 46%
- Office Supplies - 29%
- T-Shirt Bags - 18%
- Printing Items - 20%
- Can Liners - 22%
- Pallet Jacks - 12%
- Freight - 40%
- Cleaning Supplies - 21%
- Handheld Scanners - 25%

