

# HOSPITALITY SOLUTIONS

## *e-Sourcing by Intesource: An Integrated Software and Services Solution*

### **The Challenge:**

**“We’ve turned over every rock and there’s just nowhere else to cut – no more savings to be found.”**

Sound familiar? While everyone may claim they’ve exhausted every avenue to lower costs, the truth is that e-sourcing technology, combined with proven processes can have a substantial impact. It’s a common belief that e-sourcing isn’t the right approach for services and other complex buys. Intesource customers have proven this is far from the truth. Intesource has the experience and expertise to guide you through not only commodity buys, but also those categories that have been viewed as untouchable in the past. At Intesource, we help you take a reasonable, sustainable approach to spend – in every corner of the organization.

### **The Solution:**

**Intesource takes the time to understand each customer’s unique requirements, processes, people, and resources to design and deliver the optimal solution.**

We meet you where you are - leveraging our full range of services to complement your capabilities and ensure success. The Intesource suite of tools requires no hardware, no IT support, and functions within your organization’s existing infrastructure. The application suite combined with the Intesource full-service approach equals a comprehensive solution that leverages industry best practices to enable purchasing professionals to maximize savings and show dramatic ROIs throughout the entire procurement cycle.

### **The Features:**

**The Intesource full service e-Sourcing solution includes a combination of powerful tools backed by a team of experienced professionals.**

- A forward and reverse auction module for aggregation, RFx, and replenishment events.
- A Contract Center to aid in organizational compliance to all contracts, featuring a secure, central, and searchable repository.
- The eSuite Sourcing Manager, which consists tools to manage your sourcing programs: an Executive Dashboard featuring customizable Scorecards, and Milestone Manager - a fully customizable project management tool.
- Vendor Management - a database consisting of nearly 80 million businesses, eight million of which contain vital risk information. An invaluable tool to search, vet, and monitor suppliers.
- Market Price Commodity Center, which allows for real time market data on hundreds of commodities. Research historical data, monitor trends, and set alerts for key items.

Our combined world-class products and services offer sourcing and procurement professionals an unparalleled opportunity for efficiency, productivity, and ultimately, savings.

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](mailto:lkaplan@intesource.com).

### **Department & Category Savings:**

*Background Checks* 39%  
*Can Liners* 22%  
*Coffee Cups & Lids* 17%  
*Fry Oil* 38%  
*HVAC* 22%  
*POS Equipment* 20%  
*Restrooms* 42%  
*Trash Hauling* 31%  
*Uniforms* 34%

**Intesource**

[www.intesource.com](http://www.intesource.com)

# HOSPITALITY SOLUTIONS

Intesource delivers average savings of over 18%. Actual events savings include:

> **Advertising:**

- Printing Inserts - 29%
- Print Advertising - 20%

> **Construction:**

- Corporate Office Renovation - 53%
- General Contracting - 11%
- HVAC Units - 11%
- Plumbing - 27%
- Relamping - 37%
- Restrooms - 42%
- Roofing - 24%
- Street Paving - 18%

> **Equipment:**

- Automatic Door - 14%
- Computer Equipment - 18%
- Computer Items - 13%
- Door Hardware - 24%
- HVAC - 30%
- Pin Pads - 19%
- Platter Carts & Racks - 17%
- POS Equipment - 20%
- Stainless & Aluminum Equip. - 29%
- Store Lighting - 56%

> **Food Service:**

- Bottled Water - 43%
- Coffee, Tea, & Hot Chocolate - 22%
- Deli Cheese - 16%
- Deli Chicken - 21%
- Deli Fry Oil - 38%
- Imported Romano Cheese - 11%
- Mac & Cheese - 32%
- Pizza Dough Balls - 42%
- PL Portion Control Packages - 31%
- Salad Dressing - 41%
- Shelf Stable Salsa - 27%

> **Maintenance:**

- Facilities Maintenance - 29%
- Fire & Safety Inspection - 43%
- HVAC - 22%
- Janitorial & Floor Care - 20%
- Landscaping - 43%
- Lighting - 58%
- Pest Control - 29%
- Trash & Recycle Removal - 31%

> **Services:**

- Applicant Tracking Software - 79%
- Armored Car - 25%
- Background Checks - 39%
- Benefit Plans Audit - 49%
- Brokerage Insurance - 40%
- Drug Screening - 19%
- POS Hardware Maintenance - 24%
- Security Equipment - 28%

> **Supplies:**

- Can Liners - 22%
- Coffee Cups & Lids - 17%
- Copy Paper - 13%
- Foam Cups, Tray, & Plates - 16%
- HVAC Filters - 20%
- Janitorial - 14%
- Napkins - 23%
- Plastic Cutlery - 29%
- Register Tape - 23%
- Stretch Wrap - 20%
- Toner - 19%
- Uniforms - 34%
- Warehouse Batteries - 35%

> **Transportation & Distribution:**

- Freight - 39%
- LTL Freight - 11%
- Print Ad Logistics - 25%