

SUCCESS STORY: *Aggregation*

“This is an important initiative for our company. If we’re not using this solution we’re effectively subsidizing our competitors who do since we will be unable to continue to compete effectively.”

– CEO and President

Retailer operating in Pennsylvania and surrounding areas



The Opportunity:

This leading Florida retailer faced increasing costs and declining profits, affecting their bottom line.

- Their small size in the market contributed to a lack of purchasing power, making them unable to compete against larger organizations.
- Aggregation with purchasing partners was difficult to accomplish due to inconsistent specifications between organizations.
- Their standard procurement process, which had been in place for years, was manual and labor intensive. Not only did it consume large amounts of the stakeholder’s time but it also did not open the organization to new suppliers or products.

The Solution:

Through Intesource’s professional services team, the retailer was able to align themselves with organizations with similar specifications to gain purchasing power. Resulting in:

- Significant time savings. The stakeholders more time to dedicate to other roles and duties.
- By streamlining the entire sourcing process through the use of the Intesource solution, they were able to refine their product specification, ensuring they receive better quality products and services at a lower cost.

The organizations involved in the aggregated buy used their combined purchasing power to increase savings as well as enhance e-sourcing efficiencies on a broader variety of categories, citing the process not only resulted in a substantial cost reduction, but also time savings.

Click here to learn more about aggregation with Intesource.

Savings

26%

ROI

50:1

Department & Category Savings:

Floor Care Services 25%

Office Supplies 38%

Receipt Paper 24%

HVAC Refrigeration

Maintenance 52%

Shipping Supplies 54%

Warehouse & Pharmacy

Labels 38%

T-Shirt Bags 20%

Pin Pads 22%

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