

SUCCESS STORY: *Anna's Linens*

ANNA'S LINENS
YOUR HOME  YOUR WAY

"There's no other new initiative at the company that has shown such an ROI. It is our intention, where applicable, to expand the use of this tool to the basic buying process for each department and the Company as a whole."

- Mike Harnetiaux
Chief Administrative Officer, Anna's Linens, Inc.

The Opportunity:

Anna's Linens has celebrated tremendous growth over successive years and as a result experienced fragmented and inconsistent e-sourcing practices across the organization.

- Due to Anna's Linens extensive growth in a short amount of time, Anna's lacked not only the resources and time, but the proper tools to succeed in their new environment.
- Anna's had long term vendor relationships that masked opportunities for different approaches to sourcing, better pricing, and new vendor capabilities and product enhancements.

The Solution:

Through the use of an e-sourcing solution, corporate set their sights on an aggressive savings goal applied across the entire organization.

- To achieve the substantial savings goals Anna's cast a broad sourcing net through Intesource to access more vendors with less effort. They could now quickly rule out unqualified vendors while effectively gauging price, quality, and services of new vendors.
- By leveraging new technologies, Anna's was able to create efficiencies in the sourcing process which resulted in time savings for stakeholders.

In the first year alone Anna's not only met, but tripled their savings goal. After overcoming the inertia of "the way it's always been done" Anna's was able to adopt a complimentary approach that significantly improved stakeholder productivity in addition to adding real dollars back to their bottom line.

[Click here](#) to learn more about Anna's Linens.

Savings

22%

ROI

23:1

Department & Category Savings:

Private Label Printed

Comforter 23%

Aprons, Lanyards, and

Badges 68%

Office Supplies 29%

Store Wireless Area

Network Project 21%

Closed Circuit TV 33%

Microfiber Sheets 33%

Bath Towels 20%

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