

SUCCESS STORY: *Construction Savings*

“Intesource’s customer service is the driving point to our success, with construction being such a unique bid, Intesource helped facilitate the entire e-sourcing process resulting in thousands of dollars in savings.”

*Director of Supply Chain and Labor Management
Top 75 Supermarket*

The Challenge:

This top 75 supermarket struggled with inefficiencies inherent to traditional means of purchasing and negotiation causing:

- › A lack of visibility into true market pricing
- › Limited resources to engage new suppliers
- › A long and drawn out purchasing and negotiation cycle time

The Solution:

To improve the sourcing process and savings on construction equipment, supplies, and services; in addition to:

- › Access to bottom line market prices
- › Engagement with more potential vendors
- › Improved allocation of resources
- › A consistency in the purchasing process

Reaching double-digit percent cost reductions on construction with Intesource e-Sourcing tools and services; this leading supermarket chain continues to uncover new areas of opportunity across multiple categories - leading to the success of their e-sourcing program enterprise wide.

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Savings

20%

ROI

18:1

Department & Category Savings:

Automatic Doors 23%

Ceramic Tile \$395M

Dock Doors &

Equipment \$556M

Entrance Carpet Tile 42%

General Contractor

Services \$164M

Retrofit Lighting 25%

Traffic Doors \$390M

Vinyl Composition Tile 26%

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