

SUCCESS STORY: *Enterprise Wide Solution*

"With Intesource we continue to explore every angle of spend and build our program year after year with the full support of our executive team. To date, we've saved enough to build a new store – from the ground up."

*- Vice President of Supply Chain and Global Business to Business
"Considered the best chain in the country, maybe even the world"*



The Challenge:

This major regional supermarket began their journey to spend nirvana with:

- Disparate, scattered purchasing throughout the organization
- A lack of buy in from leadership
- An underutilized and underperforming e-auction tool

The Solution:

They set out to tackle efficiency opportunities and achieve:

- A greater understanding of current spend ("You don't know what you don't know") and aggregate internally
- A rationalized supplier base
- Support from upper management to drive additional savings

Through an eight year partnership with Intesource, this family owned organization has built a sustainable approach to spend resulting in savings approaching \$40 Million. They celebrate savings achievements annually by inducting employees to the Million Dollar Savers Club, awarded to buyers who reach milestones through e-sourcing.

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Click here to learn more about Intesource.

Savings

14%

ROI

18:1

Department & Category Savings:

Equipment 15%
Gen. Merchandise 15%
Pharmacy 28%
Produce 15%
Services 32%
Supplies 19%
Transportation 13%
Hotel Stays 56%
Scale Labels 54%
Store Racking 36%

Intesource

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