

# SUCCESS STORY: *The Evolution of Spend*

*"Intesource allowed us to reach aggressive savings goals, even during the recession."*

- Sr. Director Supplies & Services

Member of the Fortune 1000, Leading U.S. Food Distribution Company



## The Challenge:

After years of growing by acquisition this Fortune 1000 company found:

- Various cultures were left intact in an effort to move forward without a lot of change
- "Buyer bias" kept them from finding the best products and services at the lowest cost
- Due to these challenges obtaining buyer participation was a struggle

## The Solution:

They set out to invest in a spend solution that would:

- Support the company wide "One Way of Working" initiative, considered a necessity to survive through the economic climate of the time
- Understand that e-Procurement was a culture change not just a process change - more evolutionary than revolutionary
- Convert the skeptics of the process into believers

Convincing buyers that their years of industry experience still applied to the new automated process was difficult. Eventually no one could deny the results and confidence was built in the process. With the support of Intesource, an e-Procurement Department of two is able to service an entire company with \$5.2 Billion in sales and 7,500 associates.

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Savings

13%

ROI

5:1

## Department & Category Savings:

Architectural, Design, &

Engineering Services **61%**

Bakery **25%**

Frozen Doors **27%**

Safety Inspection **43%**

Floor Care Services **20%**

Baling Wire **31%**

Transportation/Dist. **25%**

Automatic Pallet Wrapping

Machines **17%**

**Intesource**

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