

SUCCESS STORY: *Rite Aid*



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- Jerry Cardinale
Senior Vice President, Procurement



The Challenge:

With their existing e-sourcing platform, Rite Aid was able to secure savings on the expected categories - those with easily defined specs and a well-known supply base. However, upon expanding the scope of the program, the procurement team discovered:

- The current system offered minimal flexibility and no means to address complex sourcing projects
- As a result, the procurement team was unable to truly affect spend across the entire enterprise

The Solution:

Rite Aid looked to an e-sourcing solution that would allow them the ability to:

- Partner to solve business issues through the creation of e-sourcing projects designed specifically to meet their needs
- Operate as an extension of the existing e-sourcing team - taking on overflow events or special projects that require additional resources
- Offer the support and flexibility to truly reduce costs throughout the organization

With Intesource, Rite Aid found creative ways to affect spend beyond commodity spend – providing the means to reach their ultimate goal of expense reduction through identifying, analyzing, and implementing cost reduction opportunities across the entire base of direct and indirect spend.

"What do you really need a platform for? They all look pretty much the same. It's when you run into something that stumps you – that's where Intesource came in to help. They can be creative and turn a custom sourcing event around quickly. Auction platforms are everywhere these days. Intesource gave us the ability to get to the money that would have been left on the table with other solutions."

- Jerry Cardinale, Senior Vice President, Procurement

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Savings
\$17 MM

ROI
39:1

Department & Category Savings:

Advertising 28%
Construction 22%
Equipment 42%
Gen. Merchandise 38%
Services 49%
Supplies 40%

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