

SUCCESS STORY: *Sustainable Sourcing*

"Intesource allows us to compete in a highly competitive marketplace and stay true to our philosophy of Higher Standards, Lower Prices without sacrificing gross margins."

Supply Chain Planner

"Pioneer of the one stop shopping experience"

Major North American Retailer



The Challenge:

A current relationship with a cooperative buying organization held promise in theory yet:

- The solution was difficult to use and execution was poor
- The cost to participate was prohibitive in relation to the resulting savings
- Due to these challenges obtaining buyer participation was a struggle

The Solution:

Executive leadership encouraged procurement owners to find a better way:

- Find a full services solution without a high price tag
- Set goals and hold business leaders to them
- Expand the use of the tool to more non-traditional areas of the business
Significant time savings

Since 2003 this Major North American Retailer has saved more than \$106 Million with Intesource. Categories include traditional commodity items as well as travel services, e-commerce, marketing, and product logistics to name a few. A lot has changed since the early days - leaders now volunteer to run sourcing events and are enthusiastic about meeting aggressive goals of a 10% increase in volume each year by department.

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Click here to learn more about Intesource.

Savings

14%

ROI

30:1

Department & Category Savings:

Construction 30%

Equipment 26%

External

Maintenance 35%

HBC 22%

Manufacturing 21%

Pharmacy 24%

Produce 20%

Services 19%

Service Deli 30%

Intesource

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