



Greenstreet Cost Containment

THE ROAD TO MORE PROFITS

Case Study

Office Supplies



Greenstreet Supplies Companies with Savings

"I AM GLAD I GAVE GREENSTREET COST CONTAINMENT AN OPPORTUNITY. NOT ONLY DID THEY EXCEED MY SAVINGS EXPECTATIONS, THEY ALSO WERE ABLE TO COMPLETE THE PROJECT IN A TIMELY MANNER." - CFO

An established multi-location heavy-equipment distributor was experiencing employee turnover and was having a hard time controlling their purchasing. They were using multiple vendors and were looking to improve on numerous aspects of their vendors relationship, while simultaneously establishing best-in-market pricing.

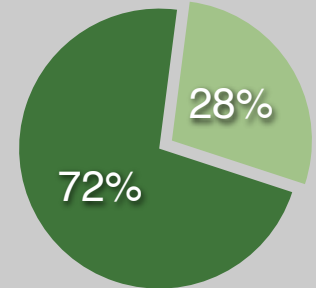
Greenstreet Cost Containment worked together with their procurement personnel throughout the entire process and used its methodical process to evaluate the bid results and other factors such as: e-capabilities, customer service, reporting, etc.

After careful consideration, Greenstreet Cost Containment was able to deliver 28% savings on identical items, while providing additional tools to help the client better control their buying habits.

The project took 5 weeks to complete and provided the Company with the cash flow they needed to reinvest on other revenue-generating initiatives.

In just one cost-category, GCC was able to improve the Company's valuation by over \$100,000.

Savings



● New Cost ● Savings

PROJECT INFORMATION

EXPENSE

Office Supplies

INDUSTRY

Distributor

SAVINGS

28%

VENDOR

Largest Incumbent

TIMEFRAME

5 weeks

VALUATION INCREASE

\$100,000+

BENEFITS REVIEW

- 28% Savings on same-items
- Potential to save over 35% with alternate products
- 5 weeks to complete the project
- Improved overall buying process
- Improved customer service from vendor
- \$100,000+ Improvement in Valuation