

Case Study

Office Supplies - Full Program and Implementation

Background

The Client, a major player in the courier service industry, purchased its office supplies through a dual source agreement and sought to 1) move to improve rates without damaging the substantial sales-side relationships between the parties, 2) develop a standards program to further reduce office supply cost, 3) ensure the preferred vendors is calculating cost at the agreed levels and in a transparent, fair and auditable manner and finally 4) implement a real-time solution that provides immediate visibility on performance

Challenge

The Client approached JVKellyGroup with a request to provide and execute a strategy to drive savings in the Office Supply area. The Client felt that it did not have optimal rates, but was in a weak negotiating position given the embedded nature of the existing vendor and balance-of-trade considerations. In addition, the Client had splintered programmatic controls on its use and monitoring of office supplies.

Response

While working with the Senior Director of Procurement, JVKellyGroup developed an innovative eRFx and Reverse Auction process that accelerated the office supply RFP process in selecting and implement a leading solution for the Client. JVKellyGroup then managed the timely and complete execution of the Client national dual-source office supply program. We reviewed the Clients current office supply purchasing activity in order to develop a comprehensive standards program that reduced the availability of SKUs without impacting quality and/or business needs. JVKellyGroup ensured that the selected suppliers are calculating its cost at the agreed upon levels and in are applied in a transparent, fair and auditable manner. Finally, JVKellyGroup implemented a real-time solution that provides the Client with an immediate visibility on office supply operational and sourcing function performance.

Result

JVKellyGroup helped the Client identify and capture savings of over 8% while managing and implementing a compressive nationwide office supply program.

Industry
Courier Service

Spend
\$8M

Result:
8% savings

Timing
4 Months

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