



**Situation** – Our member, a global chemical manufacturer, had previously approached their Office Supplies category at a country level and wanted to engage CoVest to build a global category approach.

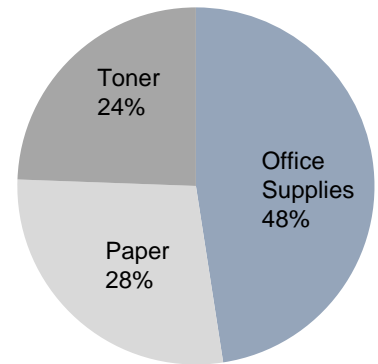
**Approach** – Working with our member we gathered the detailed spend information at a country level and priced those items relative to our leveraged agreement with Staples. In the process we identified many opportunities for product alterations as well.

**Impact** – In this case the savings generated by switching to our agreement were immediate and sizable, driven by a much broader “entire spend” approach with a wide focus on all items purchased rather than a narrow core list that had previously been in place.

Engagement Profile	
Company Description	Global Chemical Manufacturer
Category	Office Supplies
Product Sub-Categories	Paper, Toner, General Office Supplies
Current Supply Situation	Contracted, Varies by Country
Procurement Strategy	Category had been sole sourced but did suffer from some compliance issues with a newly acquired portion of the business
Timeline of Engagement	This was the very definition of a quick win. From the beginning of CoVest’s involvement it was approximately 2 ½ months from the beginning of benchmarking analysis to the finalization of the category implementation.

United States (US Dollars)	
Contract Spend LTM	1,054,122
Off-Contract Spend	300,000
Total Spend	1,350,000
Savings	356,000
Savings %	26.4%

### Spend Profile



EMEA – 6 Countries (in Euros)	
Contract Spend LTM	660,497
Off-Contract Spend	500,000
Total Spend	1,160,000
Savings	298,000
Savings %	25.7%

### Savings %

