



Situation – A long time CoVest member asked to have us aid in reigning in their international and US office supplies spend under one supplier.

Approach – CoVest aided in the information gathering process and created a comprehensive database of international line item spend. We engaged our supplier partner, Staples, to benchmark the pricing, create core lists, and identify savings.

Impact – This engagement created a sizable savings opportunity for our member, as has been common with many international program expansions.

Engagement Profile	
Company Description	Global Manufacturer
Category	Office Supplies
Product Sub-Categories	Paper, Toner, General Office Supplies
Current Supply Situation	Contracted, One Supplier Entire EMEA
Procurement Strategy	Category had been sole sourced at a country level
Timeline of Engagement	The implementation took approximately 2 ½ months, with around 2 months in the front end for benchmarking, core list development and contracting.

Globally - 12 Countries w/ Major Operations, other minor (converted to USD)	
Contract Spend LTM	3,000,000
Off-Contract Spend	<100,000
Total Spend	3,100,000
Savings	961,000
Savings %	31%

Country	Savings Percentage
UK	51%
Netherlands	49%
Australia	45%
Germany	44%
Ireland	44%
Belgium	43%
Other Asia	28%
China	27%
Italy	21%
Spain	21%
France	14%

Spend By Country

