



**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.

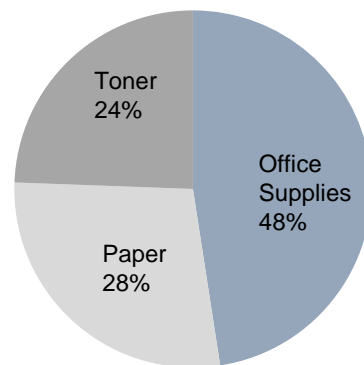
**Approach** – Working with our member we gathered the detailed spend information at a country level and priced those items relative to our leveraged agreement with Staples. In the process we identified many opportunities for product alterations as well.

**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.

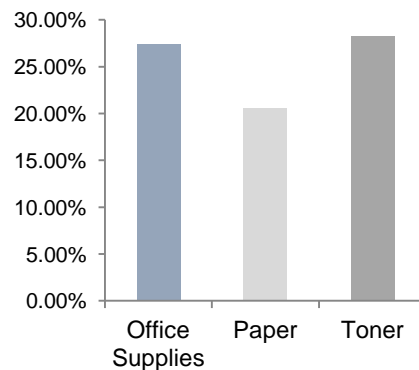
United States (US Dollars)	
Contract Spend LTM	1,054,122
Off-Contract Spend	300,000
Total Spend	1,350,000
Savings	356,000
Savings %	26.4%

### Spend Profile



### Savings %

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%





## Case Study: Office Supplies Expansion

### Global Manufacturer

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

**Approach** – CoVest aided in the information gathering process and created a comprehensive database of international line item spend. We engaged our supplier partner 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	International contracting certainly takes longer than most domestic projects, but the rewards in this and many other cases can be substantial. 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

