

Cost Reduction

Case Study

## Grocery Retailer Saves \$500K+ in Laundry Services and Other Key Spend Categories

### Client

A chain of 250+ warehouse-style food and supply stores in the U.S.

### Challenge

Unexpected challenges in 2020 required the grocer's internal team to redirect their attention to areas that suddenly required increased support. With this shift in focus, they recognized the need for outside help to reduce costs.

### Solution

The director of strategic sourcing saw the partnership with SIB as an opportunity to offset the unplanned costs the grocery chain encountered during the pandemic and reinvest back into the company's future.

As a result of the engagement, the chain enhanced its cost control efforts by realizing savings in unexpected

*"One of the rewards of partnering with SIB was how easy they made the onboarding process. They worked with the information we had on hand and in the format that we kept it. They didn't require us to fill out any fancy templates or provide years and years of history to get started.*

*The SIB team was always accessible and provided same-day responsiveness. Finally, which I really appreciated, is that they made the contract review very customer-first."*

**Director of Strategic Sourcing**

*Our client provided this reference but wishes to remain anonymous.*

spend areas. They credit SIB with helping them to discover and realize savings in areas they could not achieve on their own.

## Results

\$500,000+ Savings

Spend Category	Annual Savings
Linen / Laundry	\$425,000
Treasury – Bank Fees	\$66,000
IT / Telecom	\$42,000
Pest Control	\$12,000

## About SIB

SIB reduces your company's costs by 11-34% in the 15 spend categories we oversee, typically without changing your vendors or service levels. We leverage data from 500,000+ pricing benchmarks, deep industry expertise in each spend category, and ongoing spend management discipline to find, capture, validate, and sustain savings that dramatically improve your bottom line. Learn more about SIB and our family of brands with deep expertise and additional services in the categories we oversee: [Cost Control Associates](#), [Vector](#), [Shipware](#), and [Sage Management](#).

