

NaviSource Solutions Group

Case Study: Spend Reduction

Using the same vendor, at the same prices, general office product spend was reduced 47%.

- extreme example of managed consumption
- individual accountability changes behavior

\$53,537 2014 Pre-Platform Spend

\$28,176 2016 NaviSource Managed Spend

Case Study: Lower Price

Purchase additional iSCSI storage-area network (SAN) device unit with exact specifications as previous purchase. Our network reduced price 42%.

- extreme example of group buying power
- professional procurement delivers

\$35,010 Pre-Platform Cost

\$20,299 NaviSource Cost

Case Study: OutSource Gain

Large client distributed to branches from internal warehouse. Four employees pulled orders daily and delivered on company vans. Client had executive position for procurement and staff accountant dedicated to invoice processing and allocation.

- eliminated executive position
- re-tasked storage space to new data center
- reduce staff count by 3
- reduced van fleet by 3

\$130,000 Payroll Reduction

\$ 23,000 Distribution Reduction

\$? ? ? Real-estate Gain