

Challenge

When CB Richard Ellis Facility Manager, Martin Reetz took over the facility assignment for a global relationship management solution provider in Colorado, looking at supply costs was a top priority. The facility is a 46,000 square foot corporate campus housing more than 500 employees. Due to the dense population of the building, maintaining a high level of consistency and service is critical along with reducing operating costs. Prior to SiteStuff, most supply purchases were handled through a variety of different vendors, resulting in inconsistency in pricing, product quality and service.

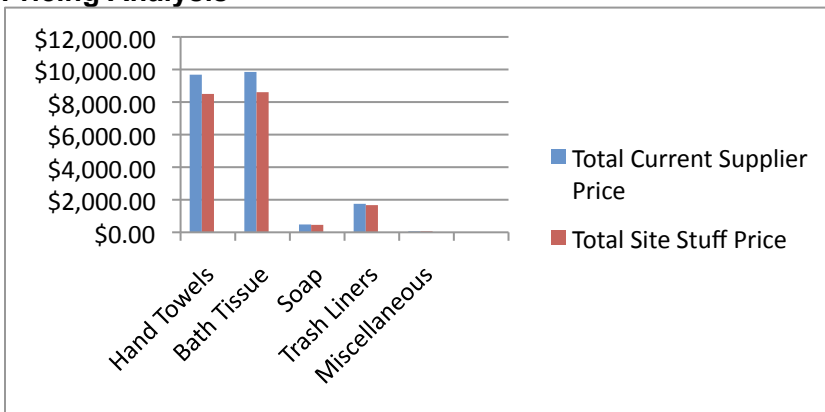
Solution

As a longtime client, Martin immediately thought of SiteStuff and asked for a pricing comparison for his current janitorial supply expenses. The local SiteStuff Account Executive met with Martin which resulted in SiteStuff conducting a line level pricing analysis on key janitorial items that were being purchased from the local supplier. SiteStuff collected existing purchasing data totaling over \$20k in expenses, from 12 of their most commonly purchased items. Upon completion, SiteStuff was able to deliver a 13 percent savings in bath tissue alone with an overall average savings of 8% in the janitorial category.

Customer Results

“I knew that SiteStuff would provide a savings, and they delivered,” said Martin. “SiteStuff provides me with the oversight, I need to approve or remove items being purchased. Their special purchase program is great and the turn around and customer service is fantastic”, he said. “Having access to a partner in our SiteStuff Account Executive to help me find what I need, coupled with the expertise of the local distributor means I don’t have to worry about it. If I need it, they’ll find it.”

Pricing Analysis



Category	Total Current Supplier Price	Total Site Stuff Price	Saving Variance \$	Percentage Savings
Hand Towels	\$9,681.54	\$8,498.63	\$1,182.91	12%
Bath Tissue	\$9,850.10	\$8,605.93	\$1,244.17	13%
Soap	\$482.33	\$458.00	\$24.33	5%
Trash Liners	\$1,750.09	\$1,669.80	\$80.29	5%
Miscellaneous	\$64.85	\$63.61	\$1.24	4%