

A large local real estate firm **SPECIALIZING IN THE UPSCALE**

home market contacted us after a referral from one of our competitors. The competitor realized they could not handle all the demands requested by their client. Our reputation in the industry is strong so the competitor felt comfortable referring us.



After meeting with the management team of the firm, including the CFO and VP of Operations, we concluded that our services would be a good fit. They had already centralized some of the procurement functions, but there was not much consistency between branch offices. Management wanted to maximize their brand in their market areas and leverage that brand into additional markets.

An inventory was taken and the current supply levels and items were compared between offices. Samples were reviewed for consistency and obsolescence (old logos, unauthorized forms, etc.) It was determined that there was generally good brand consistency within the office network. We picked up inventory from the central office and several other offices. A full accounting of their inventory was developed and a report was provided to determine the current inventory value.



Now branch offices were able to requisition the supplies for next day delivery based on the numbering system developed by their corporate team and IFS. In addition, several non-print items were difficult for them to distribute, so we agreed to warehouse and distribute those items for a small fee per item. Management was happy that their problem was solved.

Results

- Consolidation of supply ordering and distribution
- Efforts focused towards core functions instead of moving and tracking printing and supplies
- Single summary bill to reduce time and multiple bills
- Brand identity solidified across all locations
- Valuable space freed up
- Rush charges and soft costs of distribution and storage eliminated
- Hard savings achieved by group ordering (phone and online systems) and volume discounting

