

See how Foodbuy partnered with a customer to identify new opportunities to maximize savings!

MEMBER PROFILE

Independent Hotel Investment & Management Firm



Properties range from resorts, franchise branded, independent luxury, boutique, and lifestyle hotels



800+ hotels



100,000+ rooms



Located across the United States

CHALLENGE

This Member wanted to optimize their properties' purchases to the Foodbuy program while also encompassing brand standards. This member has multiple hotel brands in its portfolio and wanted to ensure that recommendations would provide value as well as streamline purchases at the unit level.

SOLUTION

Foodbuy reviewed total spend for the top three categories across all properties and identified optimal programs for each. In conjunction with the Management firm, Foodbuy created an Approved Product List (APL) to ensure brand standards were taken into account and purchases were streamlined to the most cost effective and value driving programs.

RESULTS:

- Increase compliance
- 125% increase in VA
- 4 increase in ROR
- 54% SKU reduction

Eggs SKUs reduced by 48%

Bacon SKUs reduced by 58%

Sausage SKUs reduced by 43%