

Solution to Drive System-Wide Compliance

MEMBER PROFILE

This member is a national hotel management company with approximately 150 locations across the US. Hotels range in scale from focused service hotels to upscale resorts.



150+ Hotels



30,000+ Rooms



Located in 31 states

CHALLENGE

The company was looking to maximize compliance to Foodbuy programs from the start of the on-boarding process as they transitioned to OneSource (Foodbuy's proprietary technology procurement platform). The customer wanted to focus their purchasing power with the implementation of an approved spec book.

SOLUTION

The Foodbuy Culinary Solutions team assisted the VP of food and beverage in the development of the spec book to help to identify the core, highly-leveraged items that the client should be utilizing. Spec books and shopping lists were added to the supplier catalog via the OneSource platform to drive compliance.

In a collaborative effort with sales, account management, and OneSource associates, Foodbuy set goals and used technology to enable and track purchases. Additionally, a dedicated client training was held to explain the initiative and how to take full advantage of the technology.

RESULTS

As a result of our close collaboration and problem solving, Foodbuy was able to deliver:

- Annualized savings of \$424K through broadline distribution
- Annualized savings of \$150K on purchases made through local distributors, with 72% of local distributor spend converted to approved broadliners
- \$45K of additional savings were identified through operational walk-throughs and suggested process improvements
- 13 Month Rate of Return (ROR) – Rebates/Total Spend 3.6%
- Total Savings – Rebates & Deviations/ Total Spend 7.5%