



Price Chopper achieves over \$50 million in sourcing savings

Profile

Operates in
North America

Customer since
2006

Revenues
\$3.4 billion

No. of locations
130+

No. of employees
Over 24,000

Vertical sector
Retail

Objectives

- ① Achieve savings across the supply chain by targeting a variety of spend categories.
- ① Create a standard and repeatable sourcing process to improve procurement capacity and results.
- ① Adopt and share procurement best practices across departments.

How Proactis helped

- ① Freed-up Procurement's time by handling some of the most resource-intensive steps of the sourcing process.
- ① Put a mechanism in place to proactively analyse and identify the best suppliers based on quality, service and price.
- ① Increased the number of Trade Partners engaged in strategic sourcing initiatives.

Benefits to Price Chopper

- ① Over \$50 million in sourcing savings.
- ① Dramatically decreased turnaround time on price collection processes.
- ① New sources of supply sourced with ease.

A deep understanding of our business is what separates Proactis from other eSourcing providers. They take the time to offer great insight on strategies that yield optimum results based on our business and our goals. This approach has helped drive savings even further.

Ken Gregory,
Reverse Auction Analyst, Price Chopper

Profile

Price Chopper is a \$3.4bn supermarket chain headquartered in New York with over 130 locations throughout the US and 24,000 employees. It was established in 1932 and is owned by the Golub Corporation.

After years of each department purchasing their own products and services, they wanted to establish a new enterprise-wide strategic sourcing process to improve performance and results.

Objectives

Price Chopper had reached a product quality and price 'glass ceiling'. It was difficult and time consuming to explore new Trade Partner options, and procurement best practices were not shared between departments.

The company underwent an extensive business process transformation to improve strategic sourcing effectiveness. The objectives were to adopt best practice, standardise processes and improve procurement capacity, to help maintain competitiveness.

How Proactis helped

Proactis provided a unique combination of technology and services in one business framework to help free up Procurement's time by handling some of the most resource-intensive steps of the strategic sourcing process and improve collaboration.

A full sourcing service mix enabled the organisation to align business objectives and get economies of scale. This included analysing and finding the best suppliers based on quality, service and price; increasing the number of Trade Partners engaged in sourcing initiatives; and improving spend visibility to uncover even more opportunities to save throughout the organisation.

Benefits to Price Chopper

Proactis' Sourcing Service has uncovered substantial savings across the supply chain, averaging 59% savings across a variety of categories.

Not only has the organisation increased the number of vendors engaged in sourcing events, but they have accelerated processes and created a more effective price gathering approach, with better understanding of the supply base, category specifications and market conditions.

If you want to become a **faster, leaner, smarter** organisation, then contact our friendly team – [Proactis.com/contact](https://proactis.com/contact)

