

## CASE STUDY – WASTE

### Background

The client was an automotive dealership group with 11 premium automotive dealerships across 3 states. The client had historically operated under a decentralised structure, with each state responsible for its own sourcing. For waste, this meant numerous localised contracts with different suppliers, each with differing rates & terms.

### Project overview

Spend Solutions was engaged to conduct a thorough review of liquid & solid waste services to deliver a sourcing strategy that optimised commercial terms while meeting the operational needs of each business. Discussions with internal stakeholders ensured an understanding of supplier performance & improvement opportunities. Multiple supplier assessments based on waste stream, geography & group level were conducted to have a complete picture of the sourcing opportunities & options, ensuring the selection of the most appropriate sourcing strategy for the clients' circumstances.

### Project Outcomes

A sourcing strategy was developed that leveraged the combined size of the client by consolidating spend with a preferred supplier. Central to the sourcing strategy was to have the client treated as one customer, with centralised contract, pricing account management & reporting to ensure a consistent view across all sites.

Spend Solution conducted the contract negotiations, delivering vastly improved terms for the client. Spend Solutions also facilitated the supplier changeover to ensure minimal disruption to the client's operations.

The project was able to deliver an overall savings of 28%, with further opportunities to be identified through a waste optimisation program conducted by the preferred supplier. Supplier consolidation not only simplified the clients' business operations but also facilitated greater engagement with the preferred suppliers in areas such as ongoing reporting, account management & service optimisation.

### Project Snapshot

-  **Client industry**  
*Automotive*
-  **Location**  
*East Coast*
-  **Solution**  
*Strategic sourcing review*
-  **Outcome**  
*28% annual savings*