

Welcome... to **OPTIMBUY** - Specializing in supply chain management initiatives designed to **achieve significant savings** for our clients while maintaining quality and service.

We specialize in Foodservice and Hospitality procurement: **food, beverages, paper & disposables, cleaning products, smallware and equipment**. Our clients typically purchase \$5 to \$100 million annually and historically we generate savings in the range of 6 to 10%.

Most importantly, OPTIMBUY operates under a fee for performance / contingency model: we are paid only when savings are generated.

Our [key core services](#) include:

- ◉ Company purchasing performance diagnosis
- ◉ Cost reduction opportunity assessments
- ◉ Implementation and cost reduction negotiations with Distributors and Manufacturers

Additional services include:

Organization assessment and staff training, performance measurement and monitoring, alternative sourcing strategies definition, audits and benchmarking, category and data management as well as best practice implementation.

Purchasing performance diagnosis

We review your organization's supply chain management strategy, process, systems, organization, results and goals and compare your existing practices to Industry standards. We review your suppliers' profile, performance and contractual commitments. We develop a fact based report for each key component of your supply chain. We present you and/or designated executives our actionable findings based on your company profile and get their feedback and buy in.

Cost reduction opportunity assessments

Based on our diagnosis, we drill down and translate areas for improvements into quantifiable opportunities. We review your agreements, benchmark your pricing, identify priorities (sourcing categories, purchasing process improvement, spend leveraging, distribution and logistics, compliance control, specifications requirements). Cost reduction impacts are assessed and evaluated based on realistic and achievable objectives and convert into dollar savings.

Cost reduction negotiation and saving initiatives

Following diagnosis and assessments is the strategic implementation of agreed-upon cost savings action plans. We meet with current suppliers and distributors to conduct direct negotiations on specs, service, price and other relevant terms for each category. We apply extensive negotiation expertise to establish best in class agreements and substantial results. If appropriate, we identify alternative suppliers to meet company requirements and conduct competitive bid process to ensure optimal pricing and terms. We evaluate suppliers' proposals based on total costs and established criteria applying the best sourcing strategy for each situation and providing the "best deal" for our Client.

Savings and tracking process implementation

Our clients benefit from our rigorous and effective tracking process with clear external and internal accountabilities specific to your organization. This phase is critical in the achievement of the saving initiatives. We provide data driven, user friendly and highly intuitive tracking process to deliver fast and reliable data reconciliation. We develop metrics and scorecards contributing to convert negotiated cost reduction into realized savings.

Purchasing systems review and recommendations

We perform a detailed review of your procurement systems (on-line ordering, vendors/product database, accounts payable, reporting tool, data reconciliation,...) to determine adequacy to support strategy, policies, processes and procedures. If appropriate, we recommend upgrading systems to strengthen procurement budgeting, competitive proposals and bidding procedures, purchasing controls/audits and compliance as well as monitor accountability to established guidelines.

Supply chain management strategy formulation

Supply chain management includes all activities involved in sourcing, procurement, systems and logistics as well as the tools used in executing supply chain transactions. We develop recommendations and plans enabling your company to move from managing individual functions to integrating activities into the overall company processes and align the supply chain strategy with the overall strategy.