

Managed Services- Trash case study

A national Eye Glass and Contact Manufacturer and Retailer has 170 retail locations nationwide and 3 labs that produce the products sold in the retail stores. Upon partnering with RadiusPoint to manage the telecom and utility expenses, RadiusPoint found that there were no standards being used to order and establish trash services.

The size of the containers and the number of pick ups varied with each location and some of the contracts were found to be more than twenty (20) years old and had been rolled over and increased by the vendor with no checks in place to validate cost effectiveness. Additionally, there was no buying power because there were so many vendors involved.

solution

RadiusPoint contacted the vendor at each location to request a copy of the current contract and identified the size of the container and the timing of the trash retrieval. It was identified that the locations could all move to a smaller container with fewer retrievals. RadiusPoint contacted each vendor to identify the following:

1. Was the current contract valid?
2. Can the location move to a smaller container with fewer retrievals?
3. Can the contract be negotiated mid-term to reduce the monthly rates?
4. Can the vendor be consolidated to increase buying power?

results

RadiusPoint worked with each location and identified savings of 11%. The savings generated were the direct result of RadiusPoint negotiating with current and new vendors to sign new agreements to replace old Evergreen contracts. Additionally the reduction of the size of container not only reduced the monthly fees but also reduced the amount of gas being used by the vendor to service the location.

what are your pain points?



lack of
RESOURCES



lack of
INVENTORY



lack of
AUTOMATION



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