



“Reducing overhead has always been a priority at D.R. Stephens, and prior to working with Trove we believed we had the best pricing available. After a painless review, Trove delivered savings on every office expense they touched.”

- Nick Stephens, Vice President and Asset Manager

Challenge

D.R. Stephens & Company has been managing properties and creating investment opportunities through acquiring industrial and R&D properties throughout the San Francisco Bay Area since 1973. With a real estate portfolio of over 3,000,000 square feet and fewer than 20 employees – D.R. Stephens was faced with three challenges in achieving best-in-class rates with their vendors:

1. Available time/resources to dedicate to a cost reduction project.
2. Limited expertise in vendor pricing.
3. Purchasing volume limits negotiation power.

Solution

D.R. Stephens & Company hired Trove Professional Services to reduce their existing operating expenses and in less than 2 hours supplied Trove with all the information needed to identify savings. D.R. Stephens & Company was not faced with any risk going into this project - Trove Services does not have any upfront or hourly fees, and they do not get paid unless savings are realized.

Measurable Results

1. **\$119k of savings identified.**
2. **Identified \$59.5k in savings for every hour D.R. Stephens resources spent on the project.**

CATEGORY OF EXPENSE	% SAVINGS
OFFICE TELECOM	83%
INTERNET	27%
PAYROLL PROCESSING	42%
AUTOMATED BILL PAY	31%
PROPERTY MANAGEMENT SYSTEM	19%