



"We are extremely pleased with savings between 20% and 90% for each category Trove looked at. I highly recommend Trove to any business interested in lowering costs." - Ami Arad, Founder and CEO

Wingtip is a "one-stop shop" for the modern gentlemen. Housed in 22,000 square feet in San Francisco's Financial District, the store features a customer clothing department, and a private club complete with bar, lounge, private parlour rooms, boardroom, golf simulator and wine cave.

Challenge

Wingtip has a strong internal team of buyers tasked with purchasing all of their retail goods. This team is at full capacity and is solely focused on purchasing items core to Wingtips retail operations. While Wingtip's bottom line is extremely important, the team has not taken on a project to look at ancillary expenses for three key reasons:

1. Staff is already at full capacity.
2. Buyers' expertise limited.
3. Purchasing volume limits negotiating power.

Solution

Wingtip hired Trove Services to reduce their existing operating expenses and within 2 hours supplied all the information required for Trove to find savings. Best of all, the project provided a guaranteed 100% ROI - Trove's unique approach requires no upfront or hourly fee (Trove simply shares in the savings realized).

Sampling of the solutions provided:

- *Software System:* Leveraged Trove's experience and expertise for rates and elimination of unnecessary fees.
- *Credit Card Processing:* Achieved lower pricing via Trove's buying power equal to a \$2 billion company.
- *Office Voice/Internet:* Upgraded speed and service at a lower monthly cost.

Measurable Results

1. **\$37,000 savings annually.**
2. **\$146,000 in savings over the course of the project.**

CATEGORY OF EXPENSE	% SAVINGS
INTERNET AND TELCOM	86%
WASTE MANAGEMENT	29%
WIRELESS PHONES	60%
SUPPLIES	21%
MERCHANT PROCESSING	87% and 90%
OFFICE SUPPLIES	22%