



"I thought we had a good handle on our costs, but hiring Trove gave us access to volume based discounts and industry expertise that identified \$54k in annual savings. An amazing return on my 2 hour investment."

- Trevor Bartlet, Controller

Challenge

Matagrano Inc. is the Anheuser Busch/InBev distributor for San Francisco and San Mateo County. Matagrano Inc. prides themselves in continuously looking for ways to improve their profit margins. While the in house team has focused on keeping expenses low, they have shied away from searching for further expense reductions for three reasons:

1. Limited time.
2. Purchasing volume limits negotiating power.
3. Limited in-house experience and expertise.

Solution

Matagrano Inc. hired Trove Services to reduce their existing operating expenses and within 2 hours supplied all the information required for Trove to find savings. Matagrano Inc. incurred zero risk by utilizing Trove's unique approach which requires no upfront or hourly fee (Trove simply shares in the savings realized).

Sampling of the solutions provided:

- *Fuel Service: Restructured mobile and cardloc fueling for improved pricing and 100% visibility.*
- *Payroll Processing: Lowered processing fees to rates vendor reserves for larger clients.*
- *Office Voice/Internet: Upgraded speed and service with existing vendor at a lower monthly cost.*

Measurable Results

1. **Return of \$91k in savings for every hour Matagrano Inc. resources spent on the project**
2. **Annual savings of \$54K**
3. **\$250k of savings in under five years**

CATEGORY OF EXPENSE	% SAVINGS
FUEL SERVICE	25%
PAYROLL PROCESSING FEES	36%
PHONE AND INTERNET	25%
UNIFORM CLEANING	51%
SHREDDING SERVICES	41%
OFFICE SUPPLIES	20%