



**“Trove well exceeded our expectations delivering \$216k of savings along with improved vendor service levels. Extremely knowledgeable and easy to work with, Trove established themselves as a trusted advisor.”**

**- Paul Leary, President**

## Challenge

Bespoke Collection has an excellent in-house procurement team that negotiates vendor contracts and keeps expenses low, however they weren't sure how their existing rates compared to best-in-class rates. Like other wineries there were three key challenges preventing them from identifying and realizing savings:

1. Purchasing volume limits negotiating power.
2. Limited knowledge of best-in-class pricing.
3. Time.

## Solution

Bespoke Collection hired Trove Services to reduce their existing expenses and within 2 hours supplied all the information required for Trove to find savings. Bespoke 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:

- *Credit Card Processing: Lowered rates and eliminated unnecessary fees.*
- *Payroll Processing: Lowered processing fees to best in class rates.*

## Measurable Results

1. **Project will yield \$250k in savings in under 5 years.**
2. **Bespoke will realize annual savings of \$54k.**

CATEGORY OF EXPENSE	% SAVINGS
CREDIT CARD PROCESSING	89% - 91%
TELECOM	42%
INTERNET	29%
PAYROLL PROCESSING	57%
LINEN SERVICE	74%