



***"I'd heard great things about Trove Services, and their guaranteed ROI made it an easy decision to move forward. We are extremely pleased with the impact to our bottom line - \$293,000 in identified savings." - Steve Tamburelli, President***

## Challenge

Clos Du Val has a world class procurement team that has negotiated the best deals available for businesses of their size. While always interested in opportunities to reduce costs further, they had shied away from taking on a project for three reasons:

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

## Solution

Clos Du Val 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:

- *Payroll Processing:* Achieved lower pricing via Trove's buying power equal to a \$2 billion company.
- *Credit Card Processing:* Leveraged Trove's experience and expertise to negotiated existing rates and eliminate unnecessary fees.
- *Office Voice/Internet:* Upgraded speed and service with existing vendor at a lower monthly cost.

## Measurable Results

1. **\$73k identified annual savings.**
2. **\$146 in identified savings for each hour Clos Du Val spent on the project.**
3. **\$293k identified savings over the course of the project.**

CATEGORY OF EXPENSE	% SAVINGS
INTERNET AND TELECOM	59%
PAYROLL	77%
WIRELESS	19%
POINT OF SALE SOFTWARE	21%
MERCHANT PROCESSING	84% and 53%
LINEN SERVICE	77%
OFFICE SUPPLIES	22%