



# Big Y Supermarket Company

**DEDICATED TRANSPORTATION:** Efficiencies & peak seasonal requirements met

## OUR GOAL:

Develop programs that help cut costs and increase your business efficiencies. Through our strategic sourcing process, we evaluate all available alternatives to customize a program for you while driving the greatest savings.



## RESULTS

Operational efficiencies, conversion to electronic program vs. manual

## OVERVIEW

The Big Y Supermarket Company is based in Springfield, MA, with annual sales of \$1.6B. Big Y approached Topco Indirect for assistance with their Dedicated Transportation program. They had not changed suppliers for 18 years, and their last bid was five years previous.



## STRATEGY

Topco Indirect met with Big Y's transportation team and crafted the strategy:

- Validate the market and expand services
- Qualify 15 suppliers and complete the RFP process
- Shortlist to six suppliers then the final three including the incumbent
- Hold supplier presentations to refine the offering and understand capabilities

## RESULTS

The Big Y stakeholders are extremely pleased with the process to date. The new program will improve operations and lower costs. Partnering with Topco, Big Y achieved:

- Topco project management in parallel with Big Y acquisition
- Operational efficiencies for peak and seasonal requirements
- Topco provided market expertise and carrier evaluation
- Requirements in an electronic format (vs. 3-ring binders)
- Budget certainty

We can duplicate these results for you!

Contact Paul McCool, Assistant Category Manager, at [pmccool@topco.com](mailto:pmccool@topco.com)