



# Certco, Inc.

**CUT SHEET PAPER:** 16% Savings with Topco Indirect program

## 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

16% savings on Cut Sheet Paper

## OVERVIEW

Based in Madison, WI, Certco, Inc. is a wholesaler that distributes to more than 140 independent supermarkets in Wisconsin, Minnesota, northern Illinois and eastern Iowa. Previous to 2017, Certco, had not worked with Topco Indirect. They decided to test the program by participating in the Cut Sheet Paper QuickSource, and subsequently joined Aggregated events.



## STRATEGY

Because of timing of order placement, Certco began with the QuickSource Cut Sheet Paper program, followed by the Aggregated event.

- Certco switched suppliers to Office Max following the QuickSource results
- In the Aggregated event, three suppliers provided pricing to all participants
- The incumbent won the group lot bid and no supplier change occurred

## RESULTS

Certco is pleased with the results:

- QuickSource yielded 16% savings
- Aggregated event brought an additional 11% savings
- Certco retained their paper specs but changed pack size to the industry standard

We can duplicate these results for you!

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