

## DULSCO CASE STUDY

HOW DULSCO SAVED OVER \$350K IN 90-DAYS AND HAD A SELF-FUNDED PROGRAM WITHIN WEEKS.

### OVERVIEW

DulSCO, a provider of waste management, managed solutions, and manpower wanted to use procurement savings to fund growth and automate purchasing to control spend.

### INSCOPE SPEND

Fuel, Oils and Lubricants, Building Operations, Facilities Management, MRO, Vehicle Components, Construction, Waste Management, IT, Medical, Insurance, PPE, Office Supplies, Uniforms.



**We engaged Simfoni to assess savings and efficiency opportunities. Benefits were achieved within a month.**

**Execution was managed to the commitments made, with numbers exceeding expectations and a clear roadmap to achieve the agreed ROI.**

**Simfoni continue to deliver results whilst driving operational efficiencies.**

*David Stockton*  
CEO



# APPROACH

Simfoni used their Spend Analytics Platform to analyze group spend and identify cost reduction initiatives in numerous areas. Then, Dulsco's purchasing team was folded into the Simfoni delivery team to execute.

## RESULTS



### 20%

Realized savings from sourcing competition



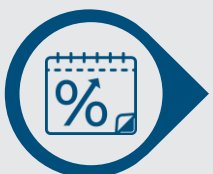
### 8%

Savings in high value categories like fuel



### 2.4:1

2-year ROI



### 16%

Average 2-year savings



## CONCLUSION

With Simfoni, Dulsco was able to reduce both low value spending and the cost for each transaction quickly. In addition, project to tackle improvements in high value spend were identified and carried out.

Elements of the solution include:

- Online catalogs in the Marketplace reduced transaction costs and captured built in discounts
- BuyDesk sourcing specialist sent all types of spend out for re-bidding in the first month for maximum impact
- Cost reduction initiatives brought significant savings in high value categories like fuel and transportation



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