

RETAIL CASE STUDY

\$60MM+ SAVINGS FOR A LEADING GROCERY AND RETAIL OPERATOR

One of the largest grocery and retail operators in the U.S. — with 7,500+ service locations, 50+ distribution centers, and more than \$760MM in indirect spend — operates in a high-volume, low-margin environment where cost discipline is critical to protecting enterprise margin.

Amid economic volatility and tariff pressure, leadership recognized that procurement maturity had not kept pace with the scale and complexity of the business. The function lacked strategic influence, leadership continuity, and the infrastructure required to manage spend with consistency and control.

LogicSource partnered with the organization to accelerate savings delivery, rebuild procurement capability, and establish a scalable operating model aligned to retail performance demands.

Through this initiative, LogicSource delivered **\$62.2MM in annual savings** to the organization.

INDIRECT SPEND \$760MM+

SERVICE LOCATIONS 7,500+


DISTRIBUTION CENTERS 50+

EMPLOYEES 15,000+





ENTERPRISE RISK & FINANCIAL EXPOSURE


A comprehensive assessment revealed material exposure across the indirect spend portfolio:


 \$763.3MM in fragmented indirect spend

 Leadership gaps and limited category management capacity

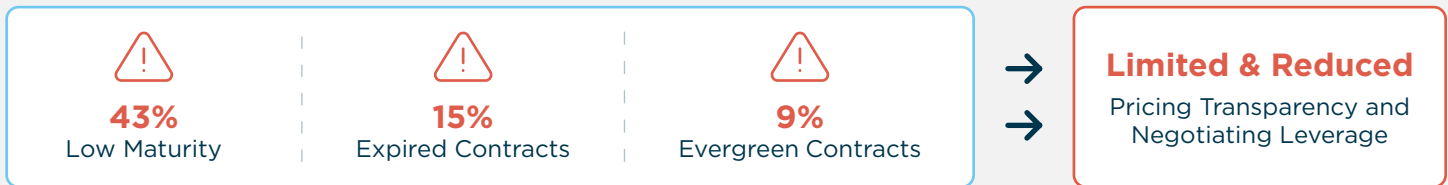
 Inconsistent requisitioning and policy enforcement across SAP users

 Only 28% of spend under active management

 Late-stage procurement engagement is reducing strategic influence

 Minimal automation, centralized reporting, or savings tracking

Contract Risk Profile



Despite significant scale, procurement lacked the governance, visibility, and control required to manage spend effectively in a margin-constrained environment.

LOGICSOURCE SOLUTION

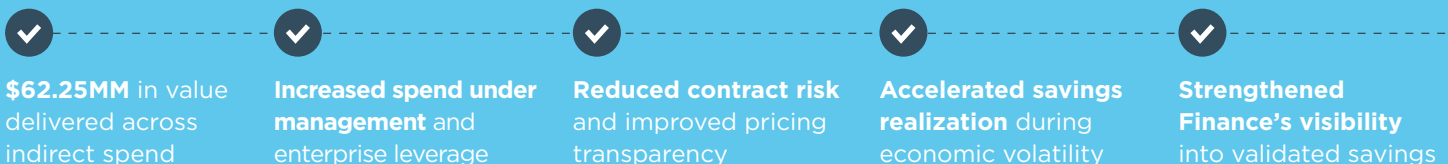
Commercial Optimization

- + Executed sourcing and renegotiation initiatives leveraging \$200B+ in market intelligence
- + Consolidated suppliers across IT, Legal, Marketing, and MarTech
- + Activated preferred partner agreements across 18 suppliers
- + Conducted targeted “Quick Strike” renegotiations
- + Introduced structured category strategies across the full portfolio

Operating Model Transformation

- + Deployed 12 dedicated resources supported by 45+ shared category experts
- + Expanded spend under management toward best-in-class coverage
- + Embedded Center of Excellence capabilities
- + Established governance, compliance, and structured savings validation
- + Implemented OneMarket® for project tracking and contract oversight

FINANCIAL & STRATEGIC IMPACT



DISCOVER HOW WE CAN DO THE SAME FOR YOUR ORGANIZATION.

Find out more about our proven approach, or schedule your free assessment with us [here](#).

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