

Partnering with the Trove Professional Services team

"Trove exceeded our expectations - in addition to identifying an estimated \$297K in savings annually and \$1.18M over the course of the four-year project. Their \$10B in buying power and subject matter expertise provided savings that would not be available otherwise. I highly recommend Trove without hesitation." ~Napa Winery President

Challenge

This brand is a family-owned and operated winery located in Napa, California. Though the business runs a tight budget and successfully negotiated the best rates and terms on all categories of expense; the team was still interested in opportunities to reduce costs without impacting the quality and integrity of their wine. However, there were two key challenges preventing them from identifying and implementing savings:

- 1) Limited visibility to best in class pricing
- 2) Purchasing volume limits negotiating power

Solution

The winery hired Trove Professional Services to reduce their existing operating expenses in targeted cost categories and within 48 hours, supplied all the information required for Trove to identify savings. Trove conducted the review with their unique offer - zero risk, zero out of pocket cost, and zero obligation. Trove simply shares in the savings realized.

Sampling of the solutions provided:

CATEGORY OF EXPENSE	% SAVINGS
MERCHANT PROCESSING	89%
CYLINDER GASSES	68%
DRY ICE	38%
PAYROLL	20%
ALARM	17%
FUEL	2%

The Assemblage Strategy Group partners with Trove Professional Services to find and deliver savings to reduce its clients' monthly expenses. Trove's approach is born from a top tier consulting firm, proven with Fortune 500 companies, and tailored for each individual client.

[Learn more about Trove through this video snippet](#)