

Partnering with the Trove Professional Services team

“Trove exceeded our expectations - in addition to identifying an estimated \$700K in savings annually and \$2.8M 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” ~San Francisco based consumer goods company CFO

Challenge

Located in San Francisco, California, this growing company is a leading provider in the consumer hair care and hair coloring products. Though the company has an excellent in-house operations team that successfully negotiated the best rates and terms with all their vendors, they were not sure their existing rates compared to what is available to \$10B+ companies. There were two key challenges preventing the team from identifying and implementing savings:

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

Solution

The company 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	49% and 33%
HVAC SERVICES	28%
PAYROLL	25%
JANITORIAL	21%
TELECOM	8%

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](#)