

Solutions for Manufacturing

“ We did not even have this opportunity on our radar (until Advocate identified it). The opportunity (to save) has been staggering. This has been a good experience for all of us.”

» The Background

Manufactures quality engineered wood building materials including OSB, structural framing products, and exterior siding for use in residential, industrial and light commercial construction. From manufacturing facilities in the U.S., Canada, Chile and Brazil, the company's products are sold to builders and homeowners through building materials distributors and dealers and retail home centers.

» The Challenges

As a leading manufacturer in its industry, Cloud/Disaster Recovery services are mission critical. Furthermore, the three-year agreement with the current vendor was due to expire in three months. Advocate's initial assessment indicated that the current rates were well above market and could be reduced, resulting in significant cost savings. Advocate's assessment also indicated that the services purchased could be "right-sized" to more economically meet its needs.

» The Solution

Advocate recommended a streamlined competitive sourcing process to drive better rates, terms and conditions with the incumbent vendor. Advocate conducted a direct negotiation with the long-term, incumbent provider and was prepared to immediately issue an RFP if the incumbent did not respond well, as measured against Advocate's industry benchmarks. After the benchmark analysis and contract details were competitively assessed, Advocate led contract negotiations to secure a renewed agreement with considerably lower rates.

Client Priorities

- » Capable service provider for its needs
- » Right-size (i.e. optimization) of services
- » Reduce cost of Cloud/DR services
- » Market competitive contract terms and conditions



22 mills and offices located throughout the United States and Canada



Serves residential, industrial and light commercial customers



Leading manufacturer of quality engineered wood building materials



Over **45** years as an industry leader



THE NEW AGREEMENT WITH THE INCUMBENT VENDOR GENERATED A **24%** SAVINGS ON CORE CLOUD/DR SERVICES WITHOUT THE RISK AND COST OF MIGRATING TO A NEW VENDOR."

» THE RESULT

- » Total project was completed in **9** weeks.
- » The new agreement with the incumbent vendor generated a **24%** cost reduction on core services without the risk and cost of migrating to a new vendor.
- » Advocate delivered an annual project ROI of **15:1**.

Advocate Services

- » Cloud/Disaster Recovery Assess, Plan and Solve
- » Strategic Planning and Sourcing
- » Deep Vendor Executive Relationships (Sales, Pricing, Contracts)



"Advocate identified significant savings that could be generated with a new agreement for our Cloud/DR services."



The Premier TBM Services Company

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