

## Engineering Firm Case Study

### \$329,043 in annualized savings

With over 6,226 employees and \$775 million in annual revenue, this engineering firm has offices across the entire nation.

Because of their expansive geographical footprint combined with critical client deadlines, choosing a competent vendor and a quality product was a top concern.



### The key challenges faced by corporate purchasing:

- **This client had long term vendor relationship** that the client felt was serving them well.
- **Although they had leases expiring/renewing nearly every month** for at least one of their multiple office locations, they weren't motivated to compare other vendor options.
- **The client was working on other initiatives** they felt were a higher priority.
- **They had recently acquired another large engineering firm** and were very busy integrating the new company.

### By working with BottomLine Advantage the client's corporate procurement team was able to achieve the following outcomes:

- **Received a thorough evaluation of multiple vendor options** to compare with their current vendor agreement
- **Reviewed summarized vendor data provided by BottomLine Advantage including comparative pricing and vendor support** commitments based on identical equipment and support requirements which simplified vendor/product comparison
- **Participated in a finalist vendor interview process** moderated by BottomLine Advantage to assist them in making their final vendor selection
- **Was able to make their final vendor selection with minimal time invested even as many other projects were in progress**
- **Recovered \$329,043 in hard dollar annualized savings**

**ROI on this project was \$ 49,356 / Client Hour**