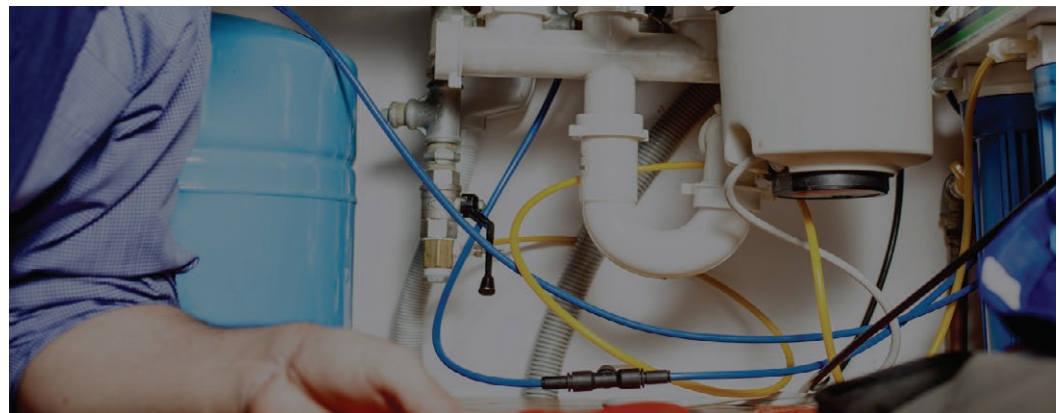




THE CHALLENGE

In the world of building service contractors efficiency and quality service is key. As the leading regional provider of quality janitorial and facility services, Frantz Building Services (FBS), needed to ensure they were reaching full optimization within their supply chain. Without it, their aptitude to meet the complex needs of their customers with the highest degree of excellence, a definitive piece of the FBS Core Values, would have been placed in jeopardy.

With frustrations building due the lack of support & training on new products from local distribution, FBS began to feel their team may not be armed with the knowledge required to make effective decisions in the field. In addition to disappointing distributor involvement, FBS was experiencing a real need for a streamlined ordering process. With decentralized ordering & billing and a multitude of unnecessary SKUs in their system, FBS was beginning to realize there was room for considerable improvement. It now became necessary to uncover a comprehensive supply solution that would not only address their current needs but meet corporate objectives as well.



THE SOLUTION

With this knowledge in hand AFFLINK Business Development Manager, Rob Dunn, together with Danny Gray of Copac Paper Group, introduced proprietary solutions which FBS has successfully implemented today. Utilizing the cutting-edge tool, ELEVATE, Dunn and Gray were able to analyze FBS's current processes, needs and objectives to assist VP of Operations, Brian Lewis, in making informed decisions. Lewis notes, "the ELEVATE information and report was extremely helpful and allowed us to see potential real world savings."

afflink.com

1-800-222-5521 | info@afflink.com

As a complete bundle began to form, the need for product rationalization became ever more apparent. To answer that need, Shopfront™ – AFFLINK's exclusive online ordering platform – was introduced. "{Shopfront} allows all of our branched to use the same ordering system/process. {It} has allowed us to really streamline our procurement process" Lewis says.

With these new solutions actively in play, all that remained was the much needed support by each local Distributor. After receiving notice of this newly acquired piece of business in their market, world-class AFFLINK Members stepped up to the plate and delivered. Lewis states, "Although we have the benefit of a nationwide facilitator in AFFLINK, we are also receiving better service than ever."

THE FUTURE

Being the leader in supply chain management allows AFFLINK to successfully service national accounts just like Frantz Building Services, each and every day. As their focus on innovation in process and procurement advances, AFFLINK's commitment to drive efficiencies among the leaders in business today will continue to raise the bar within the industry.



chat with us anytime
afflink.com/contact-us

