

Down to dollars and sense.

How Sentry Data Systems uses Staples Business Advantage to save time, money and headaches.



CHALLENGE

With half its workforce working remotely, Sentry Data Systems needed a way to get everyone the supplies they need without creating an accounting nightmare.

SOLUTION

Sentry signed up for Staples Business Advantage's Premium membership and leveraged Staples convenience cards to get remote employees the Premium pricing at local Staples stores.

RESULT

Sentry Data Systems has saved more than \$5,600 since signing up for the Premium membership while streamlining its supply program significantly.

When half of your workforce of several hundred employees isn't centrally located, keeping everyone supplied and accounted for can quickly become a hassle. Trish McKibbin has been an office administrator for Sentry Data Systems for nearly three years and among her many roles, is responsible for making sure employees get the business supplies they need, when they need them.

Since joining Sentry Data Systems, McKibbin has become a self-proclaimed Jill-of-all-trades. When she's not busy scheduling meetings, keeping the kitchen spotless and planning travel, she's making sure that supplies are all stocked. "I'm probably one of the only people who knows everyone in the company, since I come into contact with them so often via phone, email or even in person," McKibbin says. But sometimes, being the go-to person can create challenges.

A Convenient Solution

Tracking invoices for supplies and keeping the accounting department happy had turned into quite a challenge. McKibbin needed a way to make sure everyone was getting the best deals on the supplies they needed while ensuring convenience, whether employees were working in the office or remotely.

With Staples Business Advantage Premium, remote workers can purchase items at Staples retail stores with a Staples Convenience Card that ensures that all employees are getting the company-contracted prices. "We provide Convenience Cards and let the employees take care of themselves. It's such a timesaver not having to place orders for them," McKibbin says. With more than 500,000 business essentials to choose from, everyone can find what they need to get the job done.

Saving Time & Money

The money that Sentry Data Systems saves on copy paper and paper products has more than covered its membership fee for Staples Business Advantage. Premium members like Sentry pay only \$28.99 per case of copy paper when they purchase five at a time. This creates a one-stop shopping experience that produces a single invoice for simplicity.

Down to Dollars and Sense

Continued from front

“We don’t have to go to different vendors anymore,” McKibbin says of the process that used to create multiple invoices and roadblocks.

To save even more time, supplies ordered from Staples are automatically coded by budget centers, so McKibbin doesn’t have to sort paperwork for the accounting department.

Service and Results

“Gage always sends me an email if there’s a special on something that could save us money,” McKibbin says. “He’s very on top of things and so helpful to me, especially when it comes to making me aware of new features and upcoming deals on our favorite products.”

Staples Business Advantage members have access to a dedicated Account Manager, like Gage, to help solve problems and find cost-saving opportunities. Account managers can also arrange for expert consultation with print, furniture and facility specialists to ensure you’re getting the best advice.

As Sentry prepares to open a new office, Staples Business Advantage will continue to provide round-the-clock support for this growing business.

“My **account manager**, Gage, has really been there for me. Every time I have a question, he’s back to me so fast, and he’s always got the answer.”

Trish McKibbin, Office Administrator, Sentry Data Systems

Company at a Glance



OVERVIEW:

Healthcare technology company based in Deerfield Beach, FL focused on helping healthcare providers automate processes and reduce costs.

KEY FACTS:

Member of Staples Business Advantage Premium since August 2015.

Nearly half of employees work remotely.

WEBSITE: www.sentryds.com

300-440

Employees at Sentry Data Systems nationwide

150-200

Employees that work remotely

\$5,600

Amount (to date) Sentry Data Systems has saved with Staples Business Advantage Premium program.

To see how becoming a Staples Business Advantage member can help your business, visit StaplesAdvantage.com