

# Achieving real results for real customers.

STAPLES WORKS CLOSELY WITH A WIDE VARIETY OF CUSTOMERS IN VARIOUS INDUSTRIES TO HELP THEM MEET THEIR MOST PRESSING BUSINESS CHALLENGES. FROM GOING GREEN TO GROWING FAST, READ HOW WE HELPED CUSTOMERS TACKLE A VARIETY OF CHALLENGES ON TIME AND ON BUDGET.



## TRIMET METRO CUTS COSTS BY GOING GREEN

**Challenge:** Transit service provider TriMet struggled to manage the high number of suppliers and high costs for green cleaning products.

**Solution:** With help from Staples, TriMet consolidated its spend and switched to Sustainable Earth by Staples® brand of green cleaning products.

**Results:** TriMet saw a 30 percent reduction in cleaning supply costs and a 95 percent reduction in corrosion of its copper piping drainage system as a result of the switch.



## GUILD MORTGAGE CONSOLIDATES SUPPLY BASE TO SAVE \$30,000 A MONTH

**Challenge:** Guild Mortgage Company struggled to keep their offices supplied while expanding from 70 locations to 160 and from 600 employees to 1,800.

**Solution:** To support the firm's growth strategy, Staples successfully worked with Guild Mortgage's procurement team to streamline, centralize and consolidate spending.

**Results:** Guild went from managing 20 suppliers in the office supply category to one, resulting in \$30,000 in savings per month.

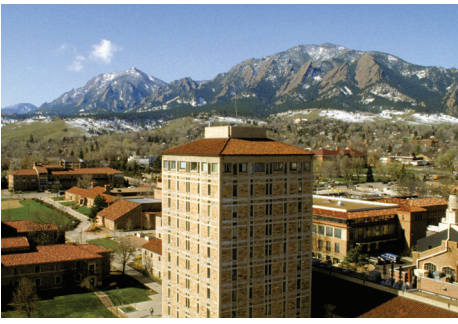


## ST. PAUL HOTEL ADDS NEW REVENUE STREAM WITH COFFEE

**Challenge:** Staples customer St. Paul Hotel sought a way to eliminate the time-consuming process of housekeeping staff cleaning coffee pot brewers and coffee grinds in guestrooms.

**Solution:** The 275-room hotel worked with Staples to outfit each guestroom with a Keurig® brewer and K-Cup® pods, offering guests two complimentary K-Cup® pods and charging \$3 for each additional pod.

**Results:** Not only did the hotel streamline its housekeeping processes, but it created a new revenue stream with the switch to K-cup® pods.



## UNIVERSITY OF COLORADO CUTS ENVIRONMENTAL IMPACT AND COSTS

**Challenge:** The University of Colorado sought to use more environmentally conscious facilities solutions by eliminating the use of harsh chemicals, while streamlining its facilities procurement processes.

**Solution:** The university switched to Staples® environmentally responsible cleaning solutions across its four campus locations.

**Results:** By changing to the Sustainable Earth by Staples® line of products, the university reduced its overall environmental impact, while also achieving a 23 percent annual cost reduction.



## ELECTRONICS RETAILER ELIMINATES DAILY STORE RUNS

**Challenge:** A national electronics retailer was purchasing janitorial cleaning supplies from multiple vendors, often sending employees to local stores for supplies.

**Solution:** The retailer consolidated its cleaning products spend with Staples to streamline ordering and delivery.

**Results:** Working with Staples, the retailer consolidated its list of janitorial cleaning products to 60 essentials from its original list of 280, simplifying the ordering process to leave employees to more value-added activities.



## PROENERGY SUPPORTS GROWTH WITH NEW WORKSPACE DESIGN

**Challenge:** ProEnergy was rapidly expanding its business and needed to add several new buildings with effective workspace designs to its campus.

**Solution:** The company worked with Business Interiors by Staples<sup>sm</sup> to execute its design and furnish the various spaces, including a multifunctional training room, a modern mailroom and an engaging employee cafeteria on the campus.

**Results:** By standardizing on a single provider partner, ProEnergy streamlined the transformation of its offices and created unique spaces for employees.

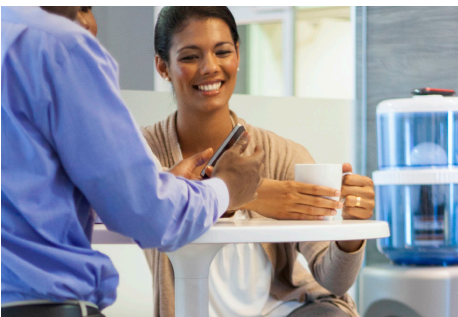


## HARVARD PILGRIM CUTS COSTS AND ENERGY USAGE

**Challenge:** Harvard Pilgrim Healthcare was operating inefficient air conditioning units to maintain the temperature, air distribution and humidity in its data center.

**Solution:** Staples conducted an energy audit at the facility and developed a strategy to improve cooling efficiencies and reduce power consumption.

**Results:** The changes made for Harvard Pilgrim resulted in more than \$53,000 in savings and cut air conditioning energy use at the facility by 20 percent.



## FINANCIAL FIRM USES KEURIG® TO BOOST EMPLOYEE MORALE

**Challenge:** A large financial institution sought a special employee perk to boost morale and increase productivity in each of its branches.

**Solution:** Staples outfitted all of the firm's locations with the Keurig Premium Coffee Solution, setting up more than 6,700 brewers.

**Results:** This simple switch provided employees and their visiting clients with upscale, on-demand beverages, effectively increasing employee satisfaction.

To see how other customers are utilizing their benefits, go to [StaplesAdvantage.com](http://StaplesAdvantage.com).