



MEMBER SAVES \$150K THROUGH LIQUID EGG PROGRAM

MEMBER PROFILE

This Member is a daytime café franchise offering breakfast and lunch options made with fresh ingredients

- 80+ locations across the U.S.
- \$1.8M annual spend on liquid eggs

8%

Savings on converting liquid eggs to Foodbuy GPO program.

\$150K

Savings through pricing and rebates.

CHALLENGE

This group relied heavily on liquid eggs for their popular dishes. The Member wanted to RFP this top moving item for potential savings due to several supplier increases and an elevated commodity market.

The Member not only wanted to save money but also wanted a program that would guarantee supply and mitigate large increases when market conditions were bad.

SOLUTION

The Foodbuy Foodservice Account Manager engaged the Category team who worked with Deb El Eggs to find the right term set to optimize savings. We were able to offer a program that reduced costs without necessitating menu changes.

After a 2-month RFP process with several suppliers direct, the CM team was able to optimize savings by leveraging the existing Foodbuy Deb El program. The Member then worked directly with the Category Management team and the supplier on a strategic plan.