



## **Axis Purchasing Identifies \$15 million in Savings for Foodservice Members**

*Axis Purchasing, the group purchasing organization, identified savings for its foodservice members of more than \$15 million in 2014.*

The outstanding return is attributed to market intelligence of quality products from alternative manufacturers that meet the intended use and requirements at a lower total cost.

Most group purchasing organizations offer rebates and lower cost pricing. Many group purchasing organizations have restrictions on the distribution provider or mandatory purchase requirements. Axis Purchasing focuses on choice and continuous improvement. Working with a three-step process Axis provides leveraged manufacturers' programs with rebates and best pricing and then takes the process one step further and generates additional savings by identifying opportunities for product conversions that provide like for like with a lower total cost.

The detailed process of matching current products to alternatives is completely managed for the Axis members. Alternatives are identified, savings calculated, and cuttings orchestrated by Axis and provide a seamless process for members of the group. Members of Axis are provided market opportunities analysis without a charge. They simply decide if the product meets their menu and quality requirements.

“The opportunity with alternative manufacturers' products provided our members an average of nineteen (19) percent overall savings by changing manufacturers,” said John Krebs, Axis Purchasing president. “There is no loss of quality and rigorous tests and product cuttings are always available prior to a final decision by a member to change”.

Axis Purchasing was founded in 2006 on a simple premise, busy foodservice operators do not have the time, resources, and/or leverage to efficiently source most food and supplies. With billions in leveraged purchases combined with distribution and operational expertise, Axis provides unmatched support. Focusing on maximizing manufacturer rebates, reducing invoice costs, and providing up-to-date market and product insight to a variety of foodservice operations. Our services cover a broad range of industries including lodging, schools, multi-unit chains and other hospitality providers.

For more information Contact Axis Purchasing 703-310-7607 or [info@axispurchasing.com](mailto:info@axispurchasing.com)



**Contact Information**

**John Krebs**

Axis Purchasing

<http://www.axispurchasing.com>

(703) 310-7607