

30% PRICE IMPROVEMENT AND COST TRANSPARENCY FOR A SUSTAINABLE EUROPEAN DENIM BRAND

The Problem

- High FOB Prices
- Middleman charging commissions
- Intransparent costing structure
- Poor communication

The Solution

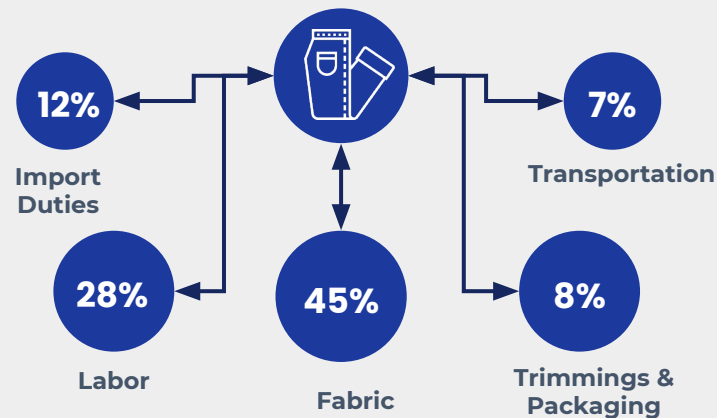
- Full supply chain analysis
- In depth manufacturer screening
- Perfect Matchmaking
- Creating Full Cost Transparency
- Cutting out the middleman

The Results

- **30% Price Improvement**
- **\$379,120 Annual Savings**
- Price Transparency through open book costing
- New Partnership with a Top Level Full-Package-Supplier

Full Cost Transparency

- ✓ Full Insight into Costing Structure
- ✓ Supply Chain Know How
- ✓ Control on Fabrics and Trimmings
- ✓ Ability to negotiate product prices with background information



Cost Saving

- ✓ Savings per Year \$379,120
- ✓ Ability to increase Order Volumes
- ✓ Increase Sales Margins
- ✓ Increase Profits
- ✓ Business Growth

Price Reduction

- ✓ 30% Price Improvement
- ✓ Cutting out Agent Costs
- ✓ Direct Sourcing
- ✓ Use of Price Transparency Overview

✓ Price Improvement	30%
✓ Total Savings / Year	\$379,120
FOB Old	\$22.56
FOB New	\$15.79
Annual Order Volume	56,000 pcs

