

When no supplier exists, build one

How creative supplier development unlocked \$1.2M in first-year savings — starting with a fast food sandwich bag.

MANUFACTURING

SUPPLIER DEVELOPMENT

RISK MITIGATION

THE CHALLENGE

A manufacturing client was locked into a single source for a critical raw material with no viable alternative in the market. With no competition and no leverage, costs stayed high and supply risk stayed higher. The conventional procurement playbook simply didn't apply — the right supplier didn't exist yet.

The best negotiating position isn't a better offer — it's a credible alternative. Sometimes you have to build that alternative yourself.

WHAT WE DID

Savings Edge looked outside the obvious supplier pool and identified a manufacturer already producing a structurally similar product — packaging bags for a major fast food chain. The capability was there; what was missing was the specific know-how to produce the client's required material.

We worked directly with that supplier to close the gap, teaching them the production process and qualifying them as a legitimate alternative source. The move created real supply competition where none had existed.

RESULTS

\$1.2M

in hard dollar savings in year one alone

1→2

qualified suppliers, eliminating single-source dependency

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sustained leverage for future contract negotiations

The client went from zero negotiating leverage to a competitive supply market — and a new supplier relationship built on their terms from day one.