

With 22 locations across North America, it's no small feat to maintain the appearance and longevity of each facility. Jeff Sankus, Strategic Sourcing Manager for Archway, is responsible for procurement for each of the facilities, including everything from janitorial supplies and cleaning services to lawn maintenance, snow removal, repairs and more. In addition, Sankus manages contracts, supplier selection, operating leases and contingent labor leaving no time for inefficiency.

For the past 5 years, Archway has partnered with Tegrete to provide cleaning, HVAC and lawn care services. The relationship continues to expand as Sankus turns to Tegrete with requests for innovative solutions and competitive pricing as existing contracts expire.

What makes this partnership work? For Sankus, it's the fact that Tegrete has streamlined and simplified the vendor negotiation and management process while allowing him to reduce costs.

**Client Profile: Archway®**

Archway provides solutions that reduce the cost of marketing logistics, improve marketing execution and enhance the brand experience at every touch point of their clients' marketing initiatives.

Services include fulfillment, consumer programs, print solutions, call center, co-packing and re-packing and transportation management. Archway operates 4 million square feet of distribution space in 14 major metropolitan areas in North America.

**Focus on Cost Reduction**

Jeff Sankus' strategic sourcing group is charged with providing superior products and services at the lowest possible price. And that's the challenge Archway put forth to Tegrete. Sankus says, "Tegrete became a partner in looking for cost savings measures, not just a vendor. They proactively came to me with recommendations— something other suppliers just don't do."

Tegrete worked with Archway to customize their services which include HVAC prevention and an individualized maintenance program. These services are based on need rather than a one-size-fits-all standardized schedule — examining everything from the frequency of

vacuuming, emptying garbage cans within each department and changing HVAC filters. Archway has also been able to leverage Tegrete for ad-hoc projects such as floor stripping and exterior window cleaning, allowing them to save on the high cost of overtime and temporary labor.

Most important, the Facility Operations Managers, the senior leaders who own the facility budgets, have been very pleased with the cost savings measures implemented by Sankus and Tegrete. These measures have saved Archway close to 15% in its annual facility expenses.



Jeff Sankus (right) with CBS Account Manager Steve Cox

## One Stop Shop Leads to Simplification and Peace of Mind



With nearly 1,000 contracts to manage, it's critical that Archway look for ways to consolidate and simplify its vendor management process—to obtain better pricing and reduce the time spent on

vendor research, issuing RFPs, negotiating contracts, background screening and monitoring insurance status.

Because of the breadth and depth of products and services available through Tegrete, Sankus is able to add services as needs arise—by simply updating verbiage on an existing master contract. Sankus says he just makes a phone call to Tegrete or requests a quote through the online portal “CleanGenie”—it's that easy.

Sankus appreciates he has one point of contact with Tegrete. If he has a question, his Account Manager is one call away. Says Sankus, “I have one contract, get one invoice and have one point of contact—greatly simplifying the process.” And it's not just Sankus noticing the time savings Tegrete delivers. The Facility Operations Managers, who are always challenged with doing more with less, now contact Tegrete directly for products and service—easing the burden on their facility staff.

## Owner Operators Raise the Bar on Service

Tegrete knows the integrity and honesty of contractors entering Archway's facilities is a top concern. That's why Tegrete maintains long-term relationships with contractors who are specialists in their field, many of them owner/operators who invest in high-quality equipment and supplies. Tegrete performs background

checks, verifies insurance, has minimal turnover and has continuous, unbiased monitoring of performance. According to Sankus, “Tegrete gets owner operators who really care about the service they provide—they have a stake in the game, and that's a huge difference from other companies.”

“Tegrete comes into my facilities and looks for opportunities to save money. They make my job so much easier.”

Jeff Sankus  
Strategic Sourcing Manager  
Archway

## Web Portal Saves Time and Provides Consistency

Sankus appreciates that the Tegrete web-based client portal, CleanGenie, allows him to get immediate quotes on just about anything he needs. Sankus says the portal saves him time, plus he knows the database includes a group of proven contractors who have insurance, have had background checks and have been vetted by Tegrete. In addition, the tool provides extensive reporting and tracking which Archway uses to measure and monitor costs and provide documentation to meet contractual obligations.

Sankus anticipates expanding his relationship with Tegrete. What he currently procures under one contract with Tegrete would involve nearly 100 contracts with other vendors. Sankus says, “Tegrete just makes it easy—I know I am getting competitive pricing, I don't need to search for new vendors, and I have consistent quality and processes across all of my facilities.”

Tegrete is a full-service facilities management company.

### What makes us unique?

We believe in building long-term client relationships where we work as a team to ensure the best possible appearance and longevity of your facility.

## CONNECT WITH US

To learn how you can improve the quality and efficiency of your facility management services, contact us at:

763.497.8020 or [info@tegrete.com](mailto:info@tegrete.com)