

## SUCCESS STORY

# Unifi reduced costs and improved purchasing compliance by implementing a Private Marketplace from Raiven

### The Situation:

Unifi (formerly Delta Global Services) needed a partner to consolidate suppliers, reduce rogue/maverick spend, increase compliance, integrate with Oracle and reduce their overall procurement costs.

### The Challenge:

- Unifi is the largest Aviation Services company in North America.
- \$700M in revenue, 19,000 employees, 200+ ship-to locations.
- Ramp/passenger handling, cabin/cargo services, aircraft ground support, security, skycap services, flight control, and facilities/janitorial.

### The Solution:

- Unifi joined Raiven's group purchasing program.
- Raiven built a Private Marketplace, including our suppliers and select Unifi suppliers.
- We integrated with their ERP provider Oracle.
- Unifi received deeper discounts from our supplier programs w/less suppliers to manage.
- Trained over 300 buyers nationally to ensure compliance.

### The Results:

- Centralized single Unifi Marketplace that all 300+ buyers use to procure products.
- Substantially reduced their product costs and purchasing costs
- Consolidated suppliers with less resources needed to manage them
- Rogue spend reduction pushes purchases to lower priced preferred suppliers.



Unifi, formerly Delta Global Services, is the largest Aviation Services company in North America with \$700m in annual revenue.



- Less invoices to cut, no audits to conduct.
- Oracle integration increases efficiency and saves time – especially in soft costs.



## Suppliers used by Delta/Unifi



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