

CASE STUDY

Y PURCHASING

Learn how Y Purchasing, a GPO serving YMCAs, is saving members 10-15% on food costs through Una's food cost reduction program.



AT A GLANCE

YPurchasing is a national group purchasing organization dedicated to serving YMCA locations around the country.

By partnering with Una, YPurchasing was able to increase their buying power to secure an additional 10-15% savings on food costs for their members.



"[Una] has made it as easy as possible to find savings [for our members] and start realizing those savings [right away]. The [team's] customer service is great! They are professional, quick to respond, and communicate well."

Jody Shaikun

Vice President - Operations,
YPurchasing

INTRODUCTION

YPurchasing is a group purchasing organization dedicated to providing savings programs to YMCAs across the United States.

The organization works with suppliers and vendors to secure the best possible pricing, quality products, and services to directly impact each YMCA's mission.

YPurchasing currently serves over 240 active YMCA members, leveraging their collective spend volume, knowledge, and expertise to create a competitive advantage in the marketplace.

With over 80 contracts and vendors in place, YPurchasing was looking to add additional cost savings opportunities in the food category and partnered with Una to make it happen.

ABOUT Y PURCHASING

The YMCA has been established for over 178 years, working to build and strengthen communities around the country. Built on a foundation of diversity and inclusion, the Y is committed to helping everyone reach their full potential with dignity and grace.

The Y operates in over 10,000 communities across the country and 77% of the US population lives within 10 miles of a YMCA. The organization's reach and impact is felt far and wide.

YPurchasing was created to do one thing: ensure every YMCA receives best-in-class pricing, quality products, and unmatched services so they can continue serving their communities efficiently and effectively.

One pivotal service offered through the Y are their food programs. Each year, YMCAs distribute over 38 million pounds of food to over a million people, ensuring children, families, and senior citizens have access to the meals and snacks needed to nourish their bodies.

Knowing the importance of these food programs, YPurchasing was determined to carve out additional savings and value for YMCAs in this category.

CHALLENGES

Before YPurchasing, procurement throughout the various YMCA locations was inconsistent. Each Y was responsible for sourcing and purchasing their own fitness equipment, selecting which maintenance providers to use, and deciding where to buy things like mats, linens and uniforms.

Not only were the Ys left to source everything themselves, they were also subject to higher prices due to lack of buying power and the resources it takes to truly negotiate contracts and pricing.

YPurchasing was formed and had great success leveraging the purchasing power of YMCAs around the country to establish a healthy portfolio of contracts. The Ys now had access to a vendor network and contracts to help them save more money, time, and effort.

When it came to food costs, however, YPurchasing knew they needed an extra boost to help bring the most value and savings to their members. The cost of food has fluctuated dramatically over the years, and keeping quality products in stock at reasonable prices was crucial. Ongoing supply chain disruptions were also concerning. Forming a partnership with Una helped YPurchasing combat these challenges.

WHY PARTNER WITH UNA?

YPurchasing is a group purchasing organization so the leadership team already understood the concept and power of a GPO.

Like YPurchasing, Una works to negotiate discounted pricing directly with leading suppliers that operate within the food distribution industry. With diverse and comprehensive contracts already in place, YPurchasing members were able to immediately start saving on food costs regardless of their volume size or location.

What's more, YPurchasing members could access Una's contracts free-of-charge with zero long-term commitments, and with no product limitations.

The trusted partnership between Una and YPurchasing meant that their YMCAs would see an additional 10-15% savings on food costs.

YPurchasing saved their members an additional 10-15% on food costs by partnering with Una.

UNA'S PROCESS

Una's mission is work alongside our members to increase their organization's profitability. We accomplish this by following the same process for each category, including food:

Discovery Call

The first step to savings is a discovery call with a Sourcing Advisor. This where you can ask questions, define what success looks like, and set a timeline for the connection process.

Cost Analysis

We refer to this step as Una's time to shine and where we can show real value. Your real spend data is sent directly to our supplier base to compare costs and identify savings.

Supplier Connection

Next, we work quickly to get you connected so you can start saving as a GPO member right away.



AN ONGOING PARTNERSHIP

We pride ourselves on our "speed to savings" mentality, and build relationships based on trust and transparency. The process is seamless, and better yet, repeatable for nearly every category of spend.

YPurchasing has been aligned with Una for several years now. They continue to see value in the relationship thanks in part to Una's commitment to providing comprehensive savings solutions and superior service.

With Una working in the background to ensure our food vendors are meeting their needs, YPurchasing can remain focused on what's most important: supporting the vision of the YMCAs they serve.

Combining their already impressive buying power with Una's catapulted YPurchasing into another realm of cost savings when it came to food and food distribution.

This translated into additional savings opportunities for their YMCA members.

READY TO BE THE NEXT SUCCESS STORY?

Whether you're needing help with a single category or are looking for ways to implement a cohesive procurement strategy, the Una team is here to help.

Membership is always free and there are never any purchasing requirements or exclusivities.

Get started with a no-obligation discovery call to learn more.

Visit us at www.una.com or email support@una.com for more information.

