

iTradeNetwork (ITN) is a major provider of on-demand SCM and BI solutions to the food industry. The company recently hosted a Webinar where their operator customer, IDQ, joined by **Compass** and **Senior Resources Alliance**, shared best practices for protecting margins.

The highlights of this are that faced with the highest wholesale food price increase in 27 years, tight credit markets, weak consumer spending, and the complexities inherent in

the foodservice supply chain, many operators will find it very difficult to weather the tougher economic environment. Operators are especially concerned with the uncomfortable realization that it's becoming increasingly difficult to squeeze cost out of the supply chain.

Key purchasing personnel from Compass, IDQ & Senior Resources Alliance discussed how spend intelligence best practices have allowed them to:

- * Reduce food costs by up to 5 percent
- * Perform a complete audit on contract pricing
- * Stop leaving money on the table by driving unit purchasing compliance
- * Optimize the product and vendor mix to maximize purchasing power
- * Deliver more value to franchisees

By using ITN's Spend Management and Procurement applications, IDQ has specifically been able to automate the collection and

standardization of unit purchase information from distributors; identify contract price variances, SKU/manufacture optimization opportunities, and compliance problems; and help uncover new savings opportunities.

Another ITN customer is **International Dairy Queen Ltd.** In March of this year Doug White, company's VP, said: 'Given today's inflationary pressures, we want to protect our franchise members and provide the best tools to combat rising food costs.

ITN helps us improve our ability to perform a complete audit of our spend so we can enforce price and purchase compliance and maximize the success of our limited time offers.'