

# DGI Supply Reduces Solid Waste and Freight Expenses by Over \$180,000 a Year

DGI Supply, based in Wheeling, Illinois, is an industrial supply company operating across 21 locations in the US and Canada. They engaged L&F for a solid waste and small package shipping review. Through this partnership, Lost & Found successfully lowered these expenses by over \$15,000 per month, achieving savings without switching vendors or causing service interruptions.

## Key Challenges

- 1. Assessing Pricing and Agreements:** DGI required a thorough evaluation of their current pricing & agreements to pinpoint areas for potential improvement.
- 2. Cost Optimization:** The goal was to maximize cost savings and enhance the bottom line, leveraging existing discounted pricing.
- 3. Risk Mitigation:** DGI aimed to identify and mitigate potential risks, ensuring their agreements were devoid of unfavorable terms or clauses.
- 4. Contract Compliance:** Confirming current vendors are adhering to current agreements.

## Results and Achievements

- **Achieved** over \$180,000 per year in cost savings, significantly improving DGI's financial performance and enabling more resources for growth and investment.
- **Enhanced** protection and security by removing predatory terms and optimizing clauses, ensuring the company's resilience against future cost increases and uncertainties.

*"Lost & Found Corporation was able to secure best in class pricing for us and we now know we are paying accurate invoices each month. They even monitor the invoices and usage to ensure that we maintain the proper plans and services. The fact that they saved us almost a half million dollars over the course of our agreement is all that needs to be said."*

**Undral Enkhbat,**  
Corporate Controller- DGI Supply

## Solutions

Lost & Found, Inc. conducted a meticulous evaluation of DGI's agreements, aiming to provide actionable insights and strategic recommendations. Their approach included:

- 1. Thorough Agreement Audit:** L&F extensively reviewed pricing and agreements, examining each provision, line item and clause for improvement opportunities and risks.
- 2. Identifying Overcharges:** Through a comprehensive audit, L&F pinpointed instances where DGI had been overcharged by analyzing invoices, contracts and pricing structures.
- 3. Enhanced Cost Savings:** Leveraging industry expertise, L&F negotiated with vendors to optimize pricing and agreements, resulting in substantial cost reductions for DGI.
- 4. Risk Mitigation and Clause Optimization:** Collaborating with DGI's team, L&F identified potential risks and unfavorable terms in agreements. They focused on removing predatory language, reducing ambiguities and ensuring long-term cost stability for DGI.

## CONCLUSION

Lost and Found's collaboration with DGI Supply brought tangible benefits. Their thorough audit, skilled negotiations, and risk management efforts boosted cost savings, financial performance, and long-term stability. DGI's choice to partner with Lost and Found greatly improved pricing and agreements, reinforcing DGI's reputation as a well-managed, forward-thinking organization.