



COMPANY CASE STUDY



Office Basics' Strategic Solutions
Generated Significant Results for Forman
Mills

AT A GLANCE

INDUSTRY- RETAIL

CHALLENGES

- Inconsistent fulfillment & facilitation by previous vendor
- Lack of cost reduction opportunities with previous vendor
- Poor communication with previous vendor

OUR SOLUTION

- Improved Efficiencies
- Cost Reduction Strategy
- Dedicated Team

CHALLENGE

Forman Mills was experiencing fulfillment challenges with their vendor. Backorders to their 45 stores were ranging 2-6 weeks. In addition, product costs were rising without alternative suggestions. They were looking for a strategic partner.

OUR SOLUTION

Office Basics created a dedicated team to ensure that the Forman Mills business essential products were ordered, stocked, and delivered to the stores in a timely and efficient manner. Our solution was to create an inventory management system that would procure, inventory, and monitor stock levels at our own distribution center. This enabled us to deliver products in a timely and efficient manner to Forman Mills' stores and distribution center.

RESULTS

Solved The Core Problem

Our custom warehousing, ordering, and distribution model helped eliminate business interruptions.

40% Lower Print Costs

Another challenge was to reduce Forman Mills' print spend. We achieved this by implementing a strategic Managed Print Services program to automate supply delivery and optimize their print environment.

Strategic Partnership

Office Basics devoted a team of individuals to manage and monitor the health of the Forman Mills account. By communicating daily, we were able to help achieve our customer's goals and build a strategic partnership.



I just wanted to share a quick note and say that it's been a great working relationship. Our two teams have worked on the same side this whole time and we have accomplished a lot.

It is great having a team of people dedicated to our account. It truly shows your commitment in helping Forman Mills achieve our goals.

RYAN SOLLEDER

VP Operations, Forman Mills

ABOUT FORMAN MILLS

In 1977, with an \$80 loan from his father, Rick Forman began his retail career selling t-shirts, sweat-shirts and sportswear in local flea markets on weekends.

The business expanded rapidly to become one of the biggest flea market operations and in 1981 Rick opened the first Forman Mills Clothing store in an old alleyway on Frankford Avenue in Philadelphia. The store combined an outdoor flea market with an indoor showroom. With hard work, fair prices and quality merchandise, the first Forman Mills quickly became a major success.

In 1985 the first Forman Mills Clothing Factory Warehouse superstore opened in an old warehouse in South Philadelphia. From 1989 to 2007 the business grew from a single store to a chain of "Big Box" warehouse-style stores, serving communities in Philadelphia, New Jersey, Delaware, Maryland, and now Michigan and New York.

From a weekend concession in a flea market to a fast-growing major retailer in the off-price apparel sector, Forman Mills has grown to a multi-location, multi-state enterprise.

ABOUT OFFICE BASICS

Workplace Solutions Delivered

Office Basics is your strategic partner in workplace solutions. We are industry experts in the behind-the-scenes processes that keep your organization running smoothly. Known best for our exceptional customer service (you'll always get a human on the phone during operational hours) we are committed to being leaders in our industry.

Our products and solutions include office supplies, janitorial and sanitation supplies, promotional products, breakroom supplies, office furniture, space planning and design, managed print services, and workplace wellness products.

Let's face it. The behind-the-scenes 'office' stuff isn't what you went into business for. It's not the reason you get up every day and head into work. For us, it is. We live and breathe workplace solutions. We strive to be that strategic partner for all our clients, simplifying their lives and helping them succeed at what they do best.

To learn more about our services and products, visit us at www.obsolutionsnow.com.



Office Basics

22 Creek Circle
Boothwyn, PA 19061
610-471-1000