



## A winning combination.

### TaylorMade-adidas Golf Company and Staples

When you team with Staples, you get more than just office supplies. From cost-effective purchasing to integrated invoicing, we go above and beyond to provide your company with solutions designed to fit your business.

The Staples Advantage® programs offer streamlined purchasing, contract pricing, usage reporting, next-business-day delivery and much more. Our expertise and partnership approach to doing business with your company makes for an easy ordering experience.

Here's an example of how we went above and beyond to streamline one company's office supply procurement process.

#### The Company

TaylorMade-adidas Golf Company, a \$1 billion company, has led the golf industry's tech revolution since it was founded in 1979. A subsidiary of the adidas Group, it is headquartered in Carlsbad, CA, and has 850 employees in four U.S. locations.

#### The Challenge

TaylorMade-adidas Golf was seeking a cost-effective approach to purchasing office supplies. Specifically, they wanted to incorporate their Oracle iProcurement system, a \$100,000 investment, with their supplier's own system. Their office supply vendor was unwilling to dedicate the effort required to integrate, which led to duplicate data entry for each purchase order.

This led to time-intensive labor and costly mistakes.

Andy Stenz, Senior Manager of Facilities and Planning for TaylorMade-adidas Golf, said, "We had to complete redundant data entry for each purchase order; first into our vendor's system and then into ours. In addition, we had to manually import our supplier's catalog, which created extensive effort in uploading product changes."

**“ Staples helped us streamline our office supply procurement process and better leverage our Oracle investment. We now have an office supply program that gives us better selection, better pricing and better control. Our CFO is extremely pleased. ”**

Andy Stenz  
TaylorMade-adidas Golf  
Senior Manager  
Facilities and Planning



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**“What used to take hours now takes minutes. It’s a win-win situation: enhanced selection, easier processing and aggressive pricing. We have the control we want and the customer service is excellent.”**

Andy Stenz  
TaylorMade-adidas Golf  
Senior Manager  
Facilities and Planning

#### The Solution

TaylorMade-adidas Golf decided to make a change. They put their account up for bid and chose Staples to be their partner.

Our experts worked intensively with the company to incorporate TaylorMade’s iProcurement system with StaplesLink.com®. Once integrated, TaylorMade could order their office supplies without inventory, billing or pricing mistakes — all at the push of a button.

Stenz said, “Staples’ dedication and cooperation made for a swift and effective transition. The Staples team was very competent and thorough throughout this entire process.”

#### The Results

The process is now fully integrated, and users can log onto the iProcurement site for access to more than 10,000 Staples® catalog items. When an employee has finished choosing office supplies, the items are automatically populated into the iProcurement requisition. Once approved through TaylorMade’s custom approval process, the requisitions are automatically converted to purchase orders and electronically transmitted to Staples’ distribution center for next-business-day delivery. Invoices are automatically uploaded for billing and settlement.

This integrated procurement system eliminates all redundant data entry and guarantees all orders to be approved and reconciled at the time of purchase. Once a requisition is approved, StaplesLink.com cuts out any need for redundant information to be entered, regardless of procurement system. There’s no need to rekey GL or department codes. From there, invoices are received electronically with all the correct GL and departmental budget codes preloaded for automatic uploading into iProcurement’s Accounts Payable module.

“Staples helped us streamline our office supply procurement process and better leverage our Oracle investment. We now have an office supply program that gives us better selection, better pricing and better control. Our CFO is extremely pleased,” stated Stenz.

“We made it as easy as we could,” added David Grofik, Staples Business Development Manager. “The Staples program and Oracle ERP integration yielded tremendous hard and soft cost-savings opportunities that will continue to deliver savings year after year. The Staples/TaylorMade partnership is a great example of how Staples provides the lowest total delivered cost to its customers. It is a true partnership!”

Staples provided a win-win situation for TaylorMade. Through our expertise, we provided enhanced selection, easier processing and aggressive pricing. In fact, TaylorMade is saving more than 15 percent on core items.

#### The Future

TaylorMade-adidas Golf is now looking for Staples to drive cost savings across nonoffice supply categories, including copy & print, furniture, technology and janitorial supplies.

