



 **Staples**Business™



Helping a Rapidly Growing Fitness Brand Standardize, Save, and Scale

A national fitness organization with more than 60 clubs across eight states was entering a period of rapid expansion. However, decentralized purchasing, inconsistent service levels, and multiple overlapping suppliers created cost overruns and operational inefficiencies. With more than a dozen new clubs planned in the coming year, the organization needed a standardized supply model that simplified operations and supported continued growth.

The Staples Business Approach

Staples Business worked closely with the organization to understand how supplies were being purchased, managed, and used across clubs. A detailed assessment revealed significant product duplication, lack of standardization, and overbuying driven by inconsistent vendor-managed inventory practices from the incumbent supplier.

Partnering directly with the organization's facilities leadership, Staples Business delivered a streamlined, scalable approach that included:

- Reducing the janitorial and sanitation assortment from hundreds of SKUs to fewer than 100
- Standardizing essential consumables such as soap, body wash, towels, tissue, and gym wipes
- Consolidating vendor management from six suppliers to just one or two points of contact
- Supporting a multistate inventory model with reliable next-day delivery to avoid excess storage and waste

These changes created consistency across clubs, simplified daily operations, and provided a dependable supply system that aligned with the organization's growth plans.

That was 

Strengthening the Solution Through OMNIA Partners

As the organization evaluated its expiring janitorial and sanitation agreement, leadership explored options through OMNIA Partners. Staples Business and OMNIA collaborated to present a unified program supported by national contract pricing, manufacturer-backed discounts, and clear cost comparisons.

Through this collaboration, Staples Business and OMNIA Partners:

- Demonstrated significant documented savings compared to the incumbent supplier
- Provided optimized pricing across the standardized product assortment
- Built a supply model that could support both existing clubs and rapid expansion
- Offered a long-term approach that extended beyond janitorial and sanitation supplies

OMNIA Partners' involvement strengthened the overall offering and helped the organization's leadership team confidently move forward.

Tangible Operational Improvements

The organization saw immediate improvements once Staples Business became the primary supplier across all clubs. Documented improvements included:

- Up to 46 percent savings on comparable products, including gym wipes that had previously cost twice as much
- Consistent products and supply levels across all clubs, improving the member experience
- Less overstocking and waste due to a right-sized inventory model supported by next-day delivery
- Simplified operations through fewer suppliers and more efficient purchasing processes

Positioned for Long-Term Growth

With a stable supply structure in place and clear cost improvements realized, the organization has expanded its work with Staples Business into additional categories including technology, print, and furniture. A significant technology investment is already planned for the year ahead.

By combining a consultative approach, simplified operations, and the benefits of the OMNIA Partners program, Staples Business helped the organization reduce complexity, control costs, and establish a foundation that supports long-term growth.