



REDUCE YOUR BOX COSTS

A ZERO FINANCIAL RISK SOLUTION TO COST SAVINGS

ABOUT US

SBG has extensive expertise in negotiating corrugated box costs utilizing a proprietary pricing model that has taken years to develop and refine. With this data, we can analyze hundreds of SKU's in hours, rather than days, weeks or months. Not only is it analyzed quickly, it is analyzed with accuracy and diligence. Of course we know sourcing and procurement, in and out, but we feel that data is the key to success. Our technology benchmarks your pricing against costs that are achievable in the market. Our strategy deployment and pricing model also ensure any new items you add to your portfolio will be priced in line with the rest of your boxes, there is no room for "margin creep". This technology is the foundation of our business model and success.

WHY SBG?

Not all companies are the same, nor are the boxes they use, but the manner in which they are treated is typically consistent, beaten and battered by those who handle them, and then tossed aside to hopefully be recycled after they are abused. We at SBG treat boxes differently for our clients, with diligence and attention to detail. We help our clients reduce their box costs by effectively negotiating their supply agreements with our proprietary pricing model based on facts and data. Since not all companies are the same, we have 3 service offerings to suit your needs, all at no financial risk, we only get paid if we save you bottom line dollars.

THREE ZERO RISK SERVICE OFFERINGS

CLIENT ADVISORY

For clients that spend more than \$1mm per year, we work behind the scenes and advise you how to negotiate your supply agreements based on “the language” the box companies speak.

FULL SERVICE

Similar approach to the Client Advisory offering except we negotiate directly with the box suppliers, we handle everything in the process.

GROUP PURCHASING

For clients that spend less than \$1mm per year, we provide pre-negotiated rates with preferred suppliers, bringing small to medium size companies, large user benefits.

Did you know?

It's not uncommon to see double digit cost reduction in your corrugated packaging costs after engaging with SBG.

GOALS OF ENGAGEMENT

COMPETITIVE BOX COST

Your success in reducing costs is the lifeblood of our business and puts you in a competitive position in your relative marketplace.

REDUCED WORKLOAD

We do the heavy lifting and provide all documents and output necessary to execute an effective strategy and reduce your costs

APPROPRIATE TECHNOLOGY

Our proprietary pricing formula is used as the basis of all three service offerings and ensure a data driven approach is used to deploy cost reduction strategies.