



LogicSource takes a comprehensive approach to helping its customers realize immediate savings and sustainable value.

## LOGICSOURCE

# The Logical Approach

LogicSource is helping clients in the retail sector and beyond to improve sourcing and procurement through execution, assets and transparency. **BY ERIC SLACK**



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Changing the way sourcing and procurement works is what LogicSource is all about. Owned and operated by an experienced group of global business veterans, the company's sourcing and procurement model is execution-based and fully transparent, so clients don't spend money for service before seeing results.

The company has put together a suite of proven, pre-built assets to execute rapidly deployable, customized solutions that deliver immediate savings and sustainable value. These assets include its supplier ecosystem, sourcing and procurement operations centers, onsite execution teams, and OneMarket "source-to-pay" technology. LogicSource has shared

service centers in Texas and Connecticut as well as people and systems on client sites around the U.S. and Canada. It works with suppliers around the globe, and its technology is utilized on an international level.

"Our clients understand that they have internal deficiencies in sourcing and procurement—it simply isn't their core competency, and they don't have the right people, processes and policies to manage that spend internally," President and CEO David Pennino says. "They looked outside for help, but prior options were typically limited to expensive, advice-based consulting. When you are looking to reduce cost, you don't want to start by writing a check, making the consult-

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ing model very frustrating. Additionally, consultants don't always execute, leaving the customer to implement action based on the advice, often while lacking the capability. We built our company to get at those challenges.\*

### Different Approach

What makes LogicSource stand out is its focus on execution. The company is paid to implement solutions including everything from overseeing sourcing, procuring and trafficking to driving category capability and handling cost reduction initiatives. In addition, it has an investment-based business development model wherein it makes the upfront investment to analyze a client's business and identify savings and value opportunities prior to entering an agreement. By investing its own time, resources and capital to demonstrate areas where it can help, it takes on the risk. Clients enter the relationship with a clear understanding of the return they will receive on their investment.

Its asset-based delivery model means once it finds ways to drive improvement for clients, it already has the people, processes and tools required to execute rapid solutions. Utilizing its shared ser-

vice center expertise and OneMarket technology, the company can automate areas such as asset management, digital workflow and e-procurement, and it can provide analytics and business intelligence. Additionally, it brings significant spend leverage through its supplier network, ensuring clients benefit from best-in-market pricing.

"Our retail clients face challenges related to owning, controlling, finding and managing assets, and we put all of that into one system," Pennino says.

Finally, through full transparency, LogicSource separates itself from many competitors in the procurement outsourcing sector. For the company, transparency means it doesn't sit between clients and suppliers. Clients maintain a direct relationship with their suppliers, so they always know the financial details, including margin and costs, of each transaction.

"Our commitment to transparency provides an unprecedented level of trust in our client relationships and makes us unique," Pennino says. "Also, we offer licensable technology and the full solicitation of our people. The burden is on us to add value every day so that we continue to provide those services."

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