



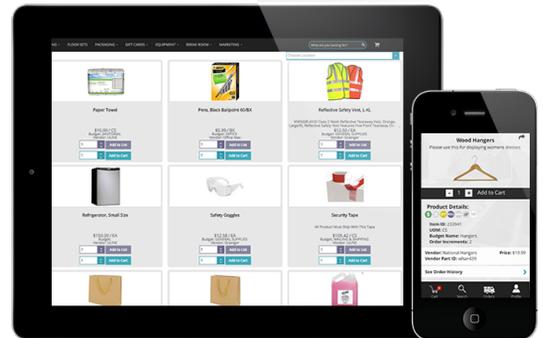
U.S. POLO ASSN. GETS BOSSY

U.S. POLO ASSN.
www.USPOLO.ASSN.com



How U.S. POLO ASSN. realized a 40% savings on indirect spend by controlling costs through a powerful, easy to use interface.

"We had a fragmented solution with each vendor, but no centralized solution which is what we wanted. I knew one had to be out there" – Ezri Silver, COO U.S. POLO ASSN.



Flexible and scalable tools that work on any device

EXECUTIVE SUMMARY U.S. POLO ASSN. brand products are authentic and officially sanctioned by the United States Polo Association, the governing body for the sport of polo in the United States since 1890. U.S. POLO ASSN. operates 84 U.S. based stores.

U.S. POLO ASSN. embraces technology to help drive down costs and increase revenues, and to provide store managers with the tools they need.

CHALLENGES U.S. POLO ASSN. needed to get better control and visibility into their indirect spend. They also had identified that store managers were increasingly frustrated with their existing systems which were time-consuming and hard to maintain.

As they looked for solutions, all they found were complex, complicated solutions that were expensive and difficult to implement.

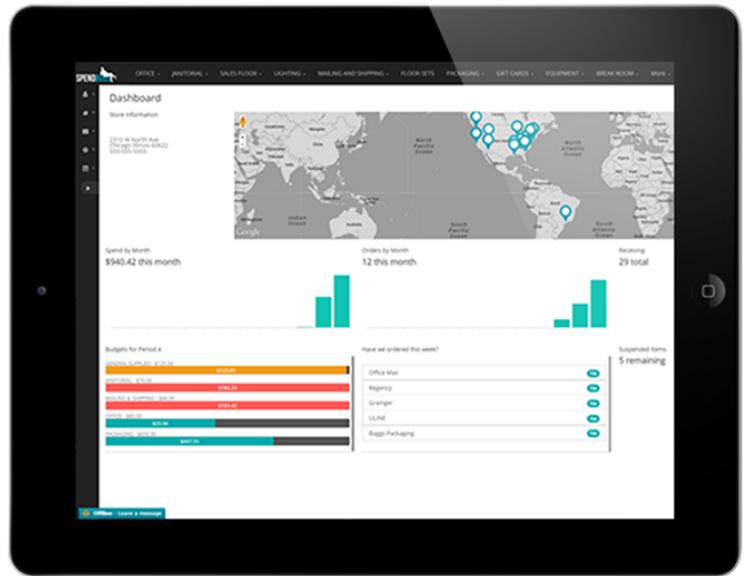
The team was realistic but knew there must be a perfect solution. They wanted a cloud-based platform that would allow their 84 store managers to easily and quickly order their indirect supplies, while providing tight control on spending limits.



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Case study

HOW SPENDBOSS HELPED After learning about SpendBoss things got interesting. The SpendBoss hosted solution is designed from the ground up to serve the operational needs of multi-location businesses and control indirect spend. SpendBoss provides capabilities to manage orders across multiple locations and is a centralized service that allows retailers to have complete visibility and control of an unlimited number of stores.



Customizable reports provide deep insights and analytics

“We felt that SpendBoss was the most economical and straightforward tool to help us manage and control indirect spend. We were also excited to help drive the product roadmap.” – Ezri Silver, COO U.S. POLO ASSN.

RESULTS AND FUTURE PLANS Since deploying SpendBoss to all 84 stores, U.S. POLO ASSN. has seen a 40% savings in commitment costs on variable spend. Just as important, the rollout was smooth. “Usually, rolling out software to the field is painful and requires a lot of training at the store level. With SpendBoss, training was almost unnecessary because of how simple the tools are, and we’ve had literally not one complaint.”

U.S. POLO ASSN. also reported:

- 100% of stores on-boarded within 30 days
- 100% store adoption rate
- Increased visibility into vendor performance resulting in aggressive vendor negotiation and discounts

As U.S. POLO ASSN. prepares to rollout mobile devices in stores, the team is excited to see an increase in productivity by keeping store managers on the floor. This will “move them from the back of the house to the front of the house and will help increase productivity while driving profits and sales.”

SPENDBOSS provides cloud-based (SaaS) technology that increases productivity through operations, leading to increased sales and improved customer service. The software simultaneously provides spend management tools and analytics of indirect spend.

SpendBoss makes it easy for managers and employee's to stay focused on what matters with mobile friendly tools that are easy to use and keep you in control.



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