



About the Client

Headquartered in Valencia, CA, HASA, Inc. is a leading producer and distributor of high-quality water treatment solutions. Their products are used to sanitize and maintain recreational swimming pools and spas; water tanks and containment vessels; municipal drinking water; and other commercial and industrial water systems.

Overview

HASA was introduced to Treya Partners through its private equity sponsor, Wind Point Partners, a leading Chicago-based private equity firm. Wind Point Partners and Treya have also partnered on cost reduction initiatives for other Wind Point portfolio companies.

HASA engaged Treya in a spend management initiative that drove \$1.6M in cost savings across 13 spend categories representing \$14.4M in baseline annual spend. Treya's project was sponsored by the client CFO, Ken Ward, along with Felipe Soares, a Director at Wind Point Partners.

**11% average
annual savings**

CASE STUDY

HASA, Inc.

Water Treatment Solutions

Treya created \$1.6M or 11% in savings on an addressed baseline of approximately \$14.4M across 13 workstreams

SUMMARY:

The Challenge

- Long-standing relationships with strategic suppliers were not optimized
- Formal agreements and documentation of pricing and terms were limited
- Supplier fragmentation existed, leading to suboptimal relationships and non-competitive pricing

The Process & Solution

- Conducted a holistic review of HASA's supplier landscape, including data and contract analyses to identify improvement opportunities
- Utilized a combination of RFPs, direct supplier negotiations, and Group Purchasing agreements to drive cost savings
- Engaged in negotiations with incumbent suppliers in spend areas where appetite for supplier transition was low, effectively leveraging market benchmarks

The Outcome / Results

- 11% in average annual savings created on a \$14.4M addressable baseline
- New and unique strategic sourcing techniques were utilized, with the client's team gaining valuable training and experience
- Much business remained with incumbent suppliers after sourcing activities, resulting in limited changes to operations and rapid savings realization

The Challenge

HASA did not have a structured procurement process, formal workflow, or ongoing management of its suppliers, including long-standing suppliers. Written agreements, contracts, or policies were missing or outdated and not in a centralized location for easy access or review.

The Process & Solution

Treya methodically combed through vast amounts of data to develop an understanding of baseline pricing within each in-scope category. Treya then worked in lockstep with client stakeholders to develop tailored sourcing strategies for each workstream. Treya utilized a combination of incumbent supplier negotiations, competitive bidding processes, and Group Purchasing agreements to create savings for HASA, working closely with its CFO and Supply Chain director throughout the engagement. A key highlight was an opportunity to consolidate a fragmented vendor landscape through an RFP process that included both incumbents and non-incumbents. This allowed incumbent suppliers to provide competitive pricing, while allowing HASA to understand what current market pricing looked like.

About Treya Partners

Treya Partners has been a leading provider of procurement improvement services across the public and private sectors since 2006. Clients served include over 50 private equity funds, 15 state governments, and multiple institutions of higher education.

treypartners.com

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I really appreciated the partnership with the Treya team. They were fun to work with and I got a lot of good feedback from the team as well. I appreciate that as much as the hard savings.

Ken Ward, CFO
HASA, Inc.

The Outcome & Results

Treya's strategic sourcing project delivered meaningful cost savings for HASA. Treya created \$1.6M or 11% in savings on an addressed baseline of approximately \$14.4M across 13 workstreams, including Crates & Pallets, General Industrial Supplies, Fleet, Telecom, Industrial Drums, Packaging & Shipping Supplies, Office Supplies, LTL/FTL, Fuel, Waste Management, Small Parcel, Car Rental, and Hotels. RFPs and incumbent supplier negotiations resulted in most of the savings, with limited supplier transitions ultimately required.

Project Savings

