



## Brief Case

# SAVERS

### SUMMARY

Savers is a for-profit, global thrift retailer operating in over 330 locations with 22,000 employees. The company offers great quality, gently used clothing, accessories and household goods.

Guidacent was asked to provide a senior consultant to help Savers integrate their new 5-year Strategic Plan into their Annual Business plan and goal setting process. Guidacent led the gathering of business initiatives, defining performance targets, and prioritizing the initiatives across the company to achieve the greatest lift in performance results.

Savers' business model of purchasing, reselling and recycling helps more than 120 nonprofit organizations by paying them for donated goods and keeps more than 650 million pounds of used goods from landfills each year.

Guidacent facilitated the preparation of the Annual Plan for presentation to the Savers' Board and also designed a monthly management review process to ensure the functional business plans were kept up to date.

Planning and project management templates Are essential tools in helping define and track the quarterly tactics and milestones required to meet the volume and financial targets of an industry leader in garment redistribution and sales.

*“Guidacent did an excellent job helping us pull together our company’s annual business plan in support of our long range strategic plan. Their consultant collaborated very well with my executive team and their direct reports to pull together all the initiatives across each functional area and prioritize them down to a focused set of high impact projects aligned to our key business goals. The planning tools and templates created were easy to use and administer and Guidacent ensured the plan was handed-off in a smooth manner to the business teams”*

*– Ken Alterman, CEO, Savers*