

**Solution: Bamboo Rose Purchase Order Management**

**Industry: Home Improvement**

# Case Study: Floor & Décor

Floor & Décor is a leading multi-channel specialty retailer offering hard surface flooring and accessories to homeowners and professional contractors. With over 100 stores in the U.S., the Atlanta-based company enables consumers to purchase quality products for warehouse prices. The retailer maintains the largest inventory of hard surface flooring in-stock of any company in its category and follows a strict quality compliance program to ensure customer satisfaction.



## Company Stats

Annual Revenue: \$2.2B

Suppliers: 275 in 17 countries

Sell Channels: Retail, online

Stores: 100+

Floor & Décor's supply chain has a lot of moving parts. The retailer works with a complex network of global suppliers scattered across 17 countries, and its 200+ manufacturers work with anywhere between 30 to 60 vendors per year. Floor & Décor needed a way to seamlessly collaborate with its suppliers and manufacturers to support sustained company growth as annual sales continue to increase significantly year over year.

## Results with Bamboo Rose

**250 to 2**  
REDUCTION  
IN EDI VENDORS

**\$30 to \$2**  
REDUCTION  
IN THE AVERAGE PRICE OF  
INVOICE PROCESSING

**\$50M**  
REDUCTION  
IN SAFETY STOCK

### The Challenge

In the midst of a high-demand phase, company leaders at Floor & Décor had to plan for future expansion beyond the retailer's current size and territory. With so many sourcing and vendor relationships, managing this growth would be difficult without a streamlined way to scale its backend technology, supply chain process, and PO to Payment (P2P) system.

The retailer needed to:

- Better manage compliance against national and regional regulations (including the Lacey Act and clean air programs)
- Quickly integrate 275 suppliers into one comprehensive system to meet shipping timelines
- Mitigate administrative errors, transaction fees for late order charges, and delayed shipments
- Give vendors the ability to update product order details in real-time
- Enable early collaboration and visibility into order status
- Reduce recurring fees associated with EDI orders

[Explore the Solution](#) 



Our business model depends on having an effective supply chain that sources product directly, making effective vendor management critical. To be competitive, you have to be both fast and accurate. Bamboo Rose will ensure that we have one version of truth for PO management, and collaboration with our suppliers will give us visibility into the entire P2P process.

– Trevor Lang, Chief Financial Officer, Floor & Décor

## The Solution

Floor & Décor searched for a strategic partner to support its digitization efforts. Ultimately, the retailer chose Bamboo Rose to drive a clearer understanding of its product lifecycle process, including order management agility and transparency.

**Bamboo Rose enabled Floor & Décor to set up initial orders, collaborate with suppliers in real-time, track and change orders, maintain movement to final delivery, and get insight into payment processes.**

After implementing Bamboo Rose, Floor & Décor is now better equipped to scale its backend technology and processes to support a higher volume of sales and products. Transparent supplier collaboration on orders helped Floor & Décor achieve significant savings and eliminated the need for additional hires in its accounting departments. Bamboo Rose also helped the company level out their inventories and reduce safety stock by \$50 million.

### Floor & Décor also gained the tools to:

- ➔ **PERFORM** a best-in-practice five-way match when reconciling invoices
- ➔ **ELIMINATE** all EDI transaction fees
- ➔ **PROVIDE** end-to-end order management visibility
- ➔ **ENABLE** complete regulatory compliance
- ➔ **MIGRATE** its 275 suppliers to the Bamboo Rose GTM system in under 90 days
- ➔ **GAIN** visibility into every stage of the product lifecycle, from production and packing to shipping, customs, and delivery

With Bamboo Rose's Multi-Enterprise Platform, Floor & Décor can quickly identify, mitigate, and address upstream issues to prevent downstream disruption. Bamboo Rose also helped the retailer meet their supplier collaboration and quality and compliance management needs. Now, Floor & Décor can more easily achieve company-wide growth while reducing risk and cutting costs along the way.

