



| CASE STUDY

**HOW HBG PURCHASING
SOLUTION BOOSTED PROFITS**
WITH BUYERS EDGE PLATFORM
AND CONSOLIDATED CONCEPTS



THE CHALLENGE

Jeff Phillips from HBG Purchasing Solution was looking for a way to simplify rebate management and enhance profitability for their foodservice operators. The goal was to streamline product sourcing while providing operators with an effortless way to receive rebates on the products they were already purchasing—**without complicating day-to-day operations.**



THE SOLUTION

HBG Purchasing Solution partnered with Consolidated Concepts and leveraged the Buyers Edge Platform to address these needs. The InsideTrack software became an essential tool for Jeff Phillips and his team, helping them efficiently source new products and identify cost-saving opportunities. The ease of managing rebates—referred to as “mailbox money” by the team—meant that operators received checks every quarter just by buying their usual products. **The personalized support from the Consolidated Concepts team further strengthened the partnership, making it easy to maximize the platform’s benefits.**

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We call it 'mailbox money' because the operators just buy their normal products and once a quarter, they get a check. If you are in the foodservice business and you are not associated with the Buyers Edge Platform, you are missing the boat.

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— Jeff Phillips, HBG Purchasing Solution



THE RESULTS

By utilizing the Buyers Edge Platform and InsideTrack software, HBG Purchasing Solution was able to simplify product sourcing and significantly boost rebate earnings for their operators. The seamless integration of rebates directly contributed to improved profitability, providing a steady stream of passive income. The exceptional support from the Consolidated Concepts team ensured that HBG could fully leverage the platform's capabilities, **making the partnership a win-win.**

[Check out our HBG Purchasing Solution story on YouTube!](#)



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