



Featured Success Story



Informed procurement saves CPG company more than US\$10M annually

Client: A global consumer-packaged goods (CPG) company



Challenges

- Intricate yet manual workflows for spend and sourcing processes
- Disparate, overly wide supplier base and large, indirect supplier tail
- Lack of visibility that led to uncontrollable purchase of noncontracted and noncompliant materials and services



Solutions

- Delivered a series of solutions for spend management, strategic sourcing, and supplier performance
- Provided multidimensional overviews of spend per supplier, geography, and taxonomy
- Simplified the supplier base from 125,000 to 75,000
- Enabled automation in analyzing payment terms for raw and packaging materials
- Helped enforce a procurement productivity program that tracks coverage of contracts with suppliers





Value Delivered

- Generated an estimated annual savings of more than US\$10 million by consolidating suppliers and buyers through analytics
- Enabled the CPG company to better manage sourcing, categorize spend, and streamline operations

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