

Digitize your Source-to-Pay Process with excelerated Procurement

Learning from real world examples

An international food and drink group involved in the manufacture, import and distribution of branded and customer own-brand products, headquartered in the UK, wanted to undertake a comprehensive review of how it could optimize and execute its sourcing process of PPE equipment for a new 5-year supply contract, for use across its European production sites.

Challenges



A large number of existing suppliers that were difficult to manage



Multiple PPE products being used that conformed to different industry standards



A lack of in-house experience in running RFPs and Sourcing events



Internal resources tied up in other activities, creating delays in starting the project



No existing sourcing solution to support an effective tendering process

Targets



To deliver costs savings of 7.5% against its existing supply contracts



To rationalise the supplier base and award a single sole supplier contract



To drive compliance to a core compliant product list



To complete the entire process within a 4-month time frame



Solution

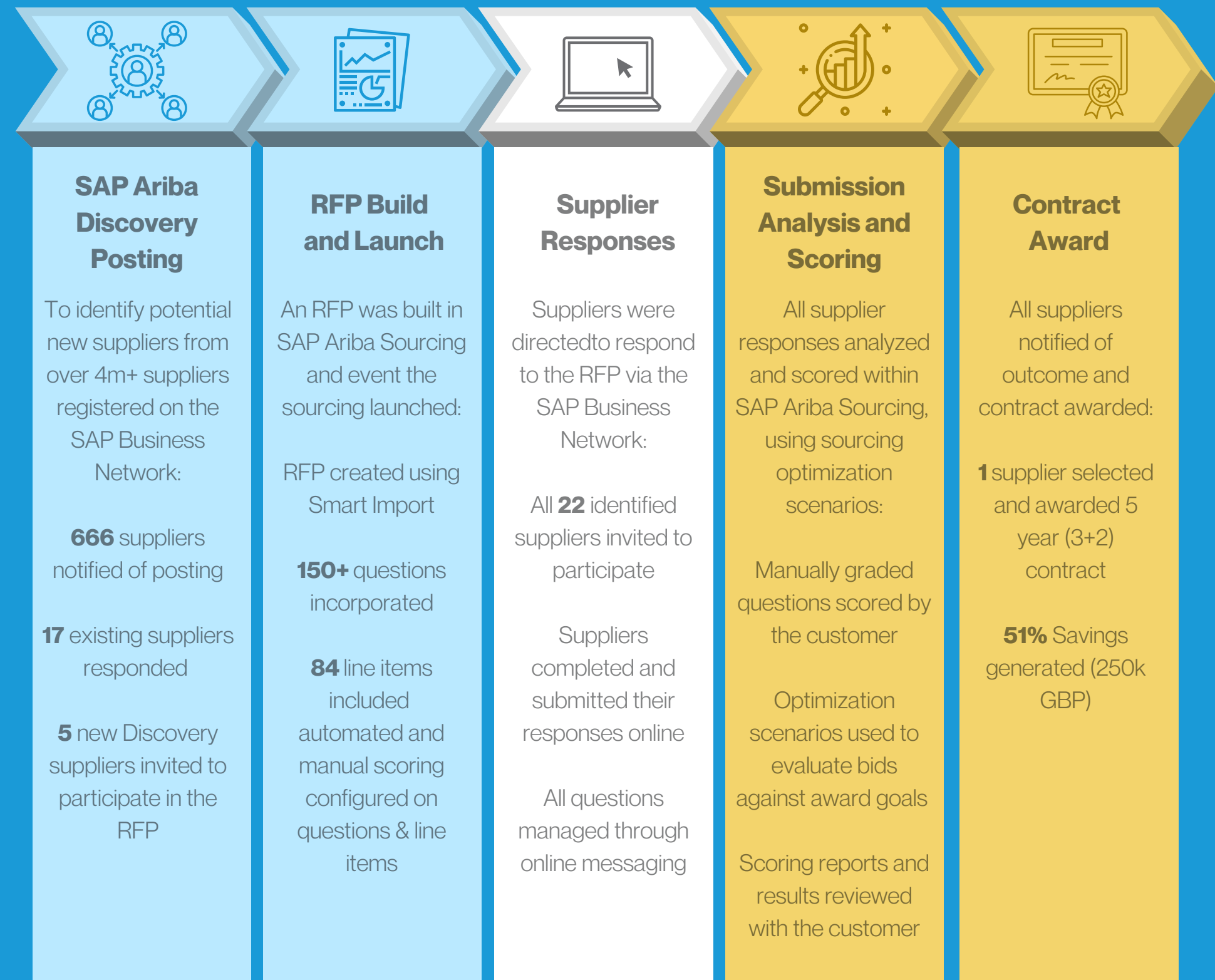
The company outsourced the management of the end-to-end sourcing process and contract award to excelerateds2p, using the excelerated Procurement – Sourcing solution.

This enabled the customer to access excelerateds2p’s SAP Ariba Sourcing SaaS realm in conjunction with SAP Ariba Discovery and the SAP Business Network, delivered by embedded procurement consultants from excelerateds2p to work alongside the customer to manage the initiative.



The process

Working with the customer in-house team, excelerateds2p established the most effective and efficient sourcing event structure and managed the entire process from identifying potential suitable suppliers through to the final contract award.



Better business outcomes



51% saving achieved versus the previous contract award
(£250k savings)



Created an **EU compliant product catalogue** for use across all production sites



The entire process was completed on-time and within the **target 4-month timescale**



Accessing **best practice** from the technology used and experienced external resource, remaining engaged throughout the process



Want to learn more?

Request a demo or proof of concept via our website:
excelerateds2p.com/excelerated-procurement

