



# Enhancing Strategic Sourcing Visibility

## Company Profile

Client: A leading, global, independent oil and gas exploration and development company operating the largest producing oil field in the Indian private sector.

## Business Challenge

Instead of focusing on more strategic issues, the client was allocating a majority of time on procurement processes. Though the processes were centralized, they were not aligned and lacked reporting and clear visibility.

## How Corbus Helped

Onsite at client location and at drilling sites, Corbus partnered with the client to provide managed procurement-related services that complemented the existing onshore category teams including:

- Direct and indirect spend with a focus on savings encompassing USD 350 Million and approximately 1,200 suppliers
- Direct Categories Managed: Pipes, chemicals, fasteners, oil seals and gaskets, tanks and vessels, small fabrication and m/c components, electrical cables, hoses and pipe fittings, valves and motors
- Indirect Categories Managed: Fuel, safety items, drilling equipment, lubricants, instruments, HVAC, office supplies, rental vehicles, harnesses, and temp services
- Enhanced spend under management and contracting
- Improved process and harmonization
- Improved compliance
- Enhanced reporting and visibility
- Capability enhancement

## Results

- ✓ 250 contracts worth USD 45 Million finalized in projects
- ✓ Negotiated savings of 2% on project spend
- ✓ Recovery recommendation of USD 0.9 million on liquidated damages
- ✓ Multi-year multiple manpower contracts, chemical management services, and polymer of USD 12 Million
- ✓ Close team interface and speedy resolution of delivery issues
- ✓ Indexing and maintaining all sourcing documents including technical and price opening forms
- ✓ Total elimination of software contracts related to compliance issues