



# Sourcing of Engineering Services for Global CPG Company

## Company Profile

**Client:** The client is a Fortune 50 consumer packaged goods (CPG) global leader and covers a wide range of consumer packaged goods production in the beauty, grooming and household care units. The client's hundreds of brands are available in more than 180 countries.

## Business Challenge

As the client reduced the size of its onsite sourcing personnel for cost reduction, the need arose to obtain alternate resources for specific sourcing projects.

## How Corbus Helped

The client chose Corbus as a partner to source engineering services for North America.

Corbus researched which engineering firms had the capabilities to deliver a comprehensive response for Civil Structural and Architectural (CSA) regulations and could also provide mechanical and electrical disciplines for a specific plant within North America. Civil structural and architectural engineering is the design of a physical addition or expansion within a plant, such as a room to house a pump or a piece of equipment.

Corbus reviewed the client's sourcing plan and determined the time required to develop a Request for Quote (RFQ), release the RFQ, and receive meaningful responses. Criteria in the RFQ included cost, time, deliverable hours, listed exclusions, client expectations, as well as a resource allocation list.

Corbus developed the RFQ to use in the vendor selection process, while utilizing best practices and including a standardized format of all documentation (internal and external), comprehensive analysis skills, detailed communication plans and end-to-end tracking from project inception through the purchase order issuance. Corbus gathered the responses and performed a BVOA (Best Value Option Analysis) for the client.

## Results

Corbus was able to quickly deliver on the client's needs. Utilizing past experiences, best practices knowledge, and a sound procurement-based skillset, Corbus delivered a meaningful response from the vendor base as well as significant cost savings for our client.

- ✓ Four companies, which had successfully completed similar projects for different client facilities were identified and chosen to submit a proposal
- ✓ Turnaround time was 10 business days from the beginning to the end of the competitive bid process
- ✓ Received "hard savings" with a return of 38%
- ✓ Client gave Corbus a high rating on our expertise, dependability, and ability to deliver superior business results
- ✓ Continued expansion of Corbus capabilities for other sourcing needs