

Strategic Sourcing of Office Supply Products

THE CLIENT

As a European-based manufacturer, this client produces an array of chemicals including: soda ash, hydrogen peroxide, specialty polymers, polyamide intermediate products, polyvinyl chloride, and consumer chemicals. The client has a global presence with 30K employees employed throughout 100 locations in over 50 countries.

BUSINESS CHALLENGE

The client lacked visibility of their office supply expense.

Most of the client's visibility issues were directly related to a fragmented buying pattern. The client's fragmented buying patterns led to uncategorized spend data with no central ability to trace or analyze consumption patterns. Therefore, the client wanted to engage with a business partner who could consolidate and aggregate spend across all plant/office locations. In addition, the client was seeking end-to-end visibility and sourcing expertise by standardizing spend, using appropriate procurement tools, and inducing competition.

THE RESULTS



Achieve savings of 43%



Provided supplier rationalization by significantly reducing the number of global suppliers (from 20 to 3)



Negotiated delivery and payment terms on an all-inclusive basis



Increased the client's cash flow significantly

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HOW CORBUS HELPED

- » **Conducted** a thorough spend analysis
- » **Created** a baseline spend report
- » **Identified** historical purchasing patterns
- » **Generated** sourcing strategies that could be widely standardized/adopted
- » **Leveraged** strategic relationships with supplier conglomerates
- » **Induced** supplier competition
- » **Decreased** the amount of global suppliers
- » **Created** an electronic catalog based procurement process to maintain and control future consumption patterns
- » **Reduced** the client's overhead costs

