



\$80m Savings Generated in Year One

CASE STUDY

Rosslyn
Data Technologies

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For one multinational support services organisation, supplier expenditure represented 50% of turnover but the procurement function was struggling to identify opportunities for supplier rationalisation and sourcing optimisation.

Rosslyn Data Technologies developed a strategic sourcing methodology for the customer; through working with category leads to understand their knowledge and experience, our team were able to create a straightforward approach to deliver value from the client's 30 different source systems without requiring labour-intensive checklists and templates.

Using our portfolio of automated extraction tools, data cleansing apps and their 3rd party data enrichment, the client saw their data in a cleansed environment for the first time.

The strategic sourcing methodology was trialled on a range of complex, challenging and high-impact projects. No quick wins were promised, as the client prioritised long-term value over short-term savings.

The sourcing methodology was implemented via automated workflows into new functional systems as part of a wider group ERP project. Ultimately, the methodology delivered value by supporting the creation and deployment of a number of spend and compliance reporting tools into the local business unit's procurement functions.

The reporting tools created previously unknown levels of supplier insights, met regulatory reporting and compliance targets and helped to deliver \$80m dollars in procurement savings in the first year working with the client.

ABOUT ROSSLYN

Since 2005, Rosslyn Data Technologies has been at the forefront of helping organisations deliver accelerated business value through data insight. With thousands of users in over fifty countries, we empower organisations to automate critical business processes and analytics through simple, self-service tools. Our portfolio of services ranges from AI-driven Procurement Spend Analytics to Master Data Management. We service a global list of clients from our headquarters in London, with US presence in Chicago and New York.

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