

CASE STUDY



**\$80m savings  
generated in  
year one**

The reporting tools created previously unknown levels of supplier insights, met regulatory reporting and compliance targets and helped to deliver \$80m in procurement savings.

For one multinational support-services organization, supplier expenditure represented 50% of its turnover, but its procurement function was struggling to identify opportunities for supplier rationalization and sourcing optimization.

Rosslyn started by first working with category leads to understand their needs. Our team created a straightforward approach to deliver value from the client's 30 different source systems without requiring labor-intensive checklists and templates.

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

Together, we trialed the strategic-sourcing methodology on a range of complex, challenging and high-impact projects. No quick wins were promised, as the client prioritized long-term value over short-term savings.

We implemented the methodology via automated workflows as part of a wider group ERP project. It delivered immediate value by supporting the creation and deployment of spend and compliance reporting tools.

However, those reporting tools then created previously unknown levels of supplier insights, met regulatory reporting and compliance targets, and helped to deliver an amazing \$80 million in procurement savings in the first year working with the client.

