



\$80m savings generated in year one



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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, datacleansing 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.



About Rosslyn

Since 2005, Rosslyn has been at the forefront of helping organizations deliver accelerated business value through data insight. With thousands of users in over fifty countries, we empower organizations to automate critical business processes and analytics through simple, self-service tools. Our portfolio of services ranges from Al-driven Procurement Analytics to Data Management.

Let us reveal the story within your data. Speak to a member of the Rosslyn team to find out how on +44 020 3285 8008 or email us at info@rosslyn.ai.

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