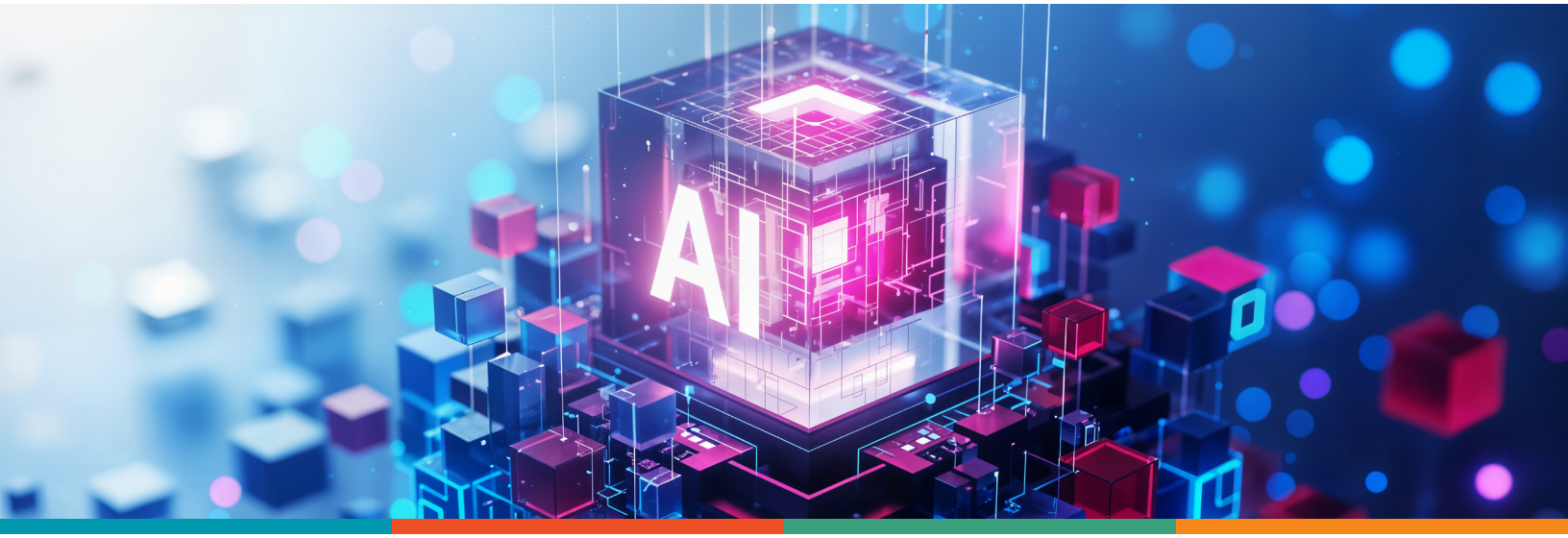
ProcureAbility
a Jabil company



Transforming Procurement into a Scalable Growth Engine

How a leading global AI company scaled sourcing execution, improved spend visibility, and delivered significant enterprise cost savings.

CLIENT

Leading Global Artificial Intelligence (AI) Company

SECTOR

Hi-Tech (AI Research)

SOLUTION

Sourcing Execution and Procurement Capability Development

Executive Summary

A leading global artificial intelligence (AI) company faced a rapid surge in procurement demand driven by accelerated business growth. Limited execution capacity, fragmented spend visibility, and inconsistent sourcing practices constrained procurement's ability to scale and deliver value to the business.

ProcureAbility partnered with the client organization to establish a global sourcing execution capability, bringing structure, speed, and discipline to Source-to-Contract (S2C) activities across the enterprise.

Within the first year, the engagement delivered over $13.5M in savings, addressed $151M+ in spend, and executed 750+ projects, while improving contract compliance and reducing cycle times. This also established a scalable procurement engine with stronger visibility, standardized processes, and improved commercial outcomes to support sustained growth.



Client Overview

A leading global AI company experiencing rapid, high-volume growth across business units, resulting in a significant increase in indirect spend and sourcing demand.

To sustain this growth, the organization needed to quickly scale procurement execution, improve spend visibility, and introduce greater structure and governance across sourcing and contracting activities. While strategic procurement direction was in place, execution bandwidth and standardized processes were limiting speed, consistency, and value realization.

Business Challenges

Rapid organizational growth led to a significant increase in sourcing demand across 90+ departments and 20+ spend categories. The existing procurement team remained small, creating capacity constraints as the volume and complexity of sourcing and contracting activities increased.

At the same time, fragmented procurement data and the absence of standardized processes reduced visibility and consistency across sourcing and contracting activities. This impacted efficiency, extended cycle times, and created variability in supplier management and commercial outcomes.

Key challenges included:

- **Procurement Capacity Constraints**
  A relatively small procurement team was unable to keep pace with rapidly increasing volumes of sourcing and contracting activity across business units.
- **Limited Sourcing Execution Bandwidth**
  Insufficient execution capacity led to bottlenecks in vendor evaluation, negotiations, and project delivery timelines.
- **Fragmented Spend Visibility**
  Siloed PO and invoice data limited visibility into spend patterns, supplier performance, and savings opportunities.
- **Inconsistent Sourcing and Contracting Processes**
  Lack of standardized processes and templates resulted in variability in execution, longer cycle times, and increased risk exposure.
- **Decentralized Stakeholder Environment**
  Managing sourcing activities across 90+ departments required stronger coordination, communication, and alignment.
- **Underdeveloped Procurement Frameworks and Governance**
  Limited category management, SRM frameworks, and governance structures constrained procurement's ability to scale and operate strategically.

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ProcureAbility Solution

ProcureAbility partnered with the client organization to co-design and deploy a global sourcing execution team operating as an extension of the client's procurement organization, supporting end-to-end S2C activities across 20+ categories and 90+ departments.

Key elements of the solution included:

- **End-to-End Sourcing Execution:**
  Managed RFx processes, supplier evaluations, contract negotiations, and stakeholder engagement across high-volume procurement requests.
- **Spend Visibility and Analytics Enablement:**
  Consolidated fragmented data into dynamic Tableau dashboards, enabling real-time visibility into spend, risks, and opportunities.
- **Procurement CoE Development:**
  Built scalable frameworks including:
  - Supplier scorecards
  - Category management and SRM frameworks
  - Savings levers and should-cost models
  - Pricing workbooks and communication templates
  - Procurement RACI and training plans
- **Contracting Standardization and Governance:**
  Implemented consistent use of client templates (MSA/SOW), reducing cycle times and improving compliance.
- **Market Intelligence and Benchmarking:**
  Leveraged external intelligence providers to validate rate cards and strengthen negotiation outcomes.
- **Process Optimization and Capability Building:**
  Reduced bottlenecks and enabled procurement to shift toward more strategic initiatives.

Results Achieved

The engagement delivered immediate operational improvements while establishing a scalable procurement capability to support continued business expansion.

$151M+	750+	~$13.5M	~28%	>90%
Addressed $151M+ in spend across sourcing and contract negotiation activities	Executed 750+ sourcing and procurement projects across 20+ categories and 90+ departments	Delivered ~$13.5M in savings through structured sourcing and commercial negotiations	Reduced procurement cycle times by ~28%, improving speed and execution efficiency	Achieved >90% contract compliance through standardized use of client MSA and SOW templates

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Value Delivered

The engagement established a scalable sourcing execution model while strengthening procurement's ability to operate with greater consistency, visibility, and strategic focus.

- **Scaled sourcing execution capacity** to support growing demand across categories and business units.
- **Enabled enterprise-wide spend visibility and data-driven decision-making** through consolidated dashboards and analytics.
- **Reduced operational bottlenecks,** enabling procurement to focus on higher-value strategic initiatives.
- **Standardized sourcing, contracting, and governance frameworks,** improving consistency, compliance, and commercial outcomes.
- **Established foundational procurement capabilities,** including category management, SRM frameworks, and support for AI-driven tools.

Learn More

Discover how ProcureAbility's Strategic Sourcing Solutions help organizations scale sourcing execution, improve spend visibility, strengthen supplier management, and deliver measurable savings through structured, data-driven procurement.

About ProcureAbility

ProcureAbility, a Jabil company, is the leading provider of procurement and supply chain services, offering advisory, managed services, digital, and staffing and recruiting solutions. For 30 years, we have focused exclusively on helping clients elevate their procurement and supply chain functions.

We combine leading methodologies, analytics, market intelligence, and industry benchmarks with our uniquely flexible and customizable service delivery model. Global organizations of all sizes trust ProcureAbility to transform their procurement operations, drive growth, and reimagine what's possible.

Let ProcureAbility help you reimagine your procurement and supply chain capabilities.

For more information, visit us at www.ProcureAbility.com.

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