ProcureAbility
a Jabil company

How ProcureAbility's Expertise Drove Cost Savings and Transformed Procurement Strategy

A North American company specializing in large-scale marine projects aimed to drive significant cost savings through strategic sourcing



Client Pain Points

After achieving double-digit savings in a single category with ProcureAbility during an initial engagement, the procurement team still lacked the sourcing skills, knowledge, and organizational buy-in for broader implementation

- Design a new strategic procurement organization and develop their skills and capabilities
- Develop new category management and strategic sourcing processing, tools and support
- Drive significant cost savings and introduce new KPIs to measure progress

Our Customized Solution

ProcureAbility completed an eight-week assessment, followed by four weeks of change management with procurement and finance. The six-month transformation program then focused on:

1. Identifying gaps in their procurement support technologies
2. Rewrite policies and procedures to confirm with modern procurement practices
3. Realigning work to focus and support tactical procurement needs

Client Impact

- Hired and onboarded a new procurement team leader
- Surpassed the client's savings target
- Implement new KPIs to measure success

ProcureAbility's expertise in strategic sourcing and procurement optimization exceeded savings targets, delivering exceptional value across key spend categories

Our data-driven approach and category management strategies ensured cost reductions, increased efficiency, and long-term procurement success

> "ProcureAbility did more for us in six months than we could have done in six years"
>
> - Client COO