

PROCUREABILITY SURPASSED THE CLIENT'S SAVINGS TARGET AND EXPECTATIONS ON VALUE DELIVERED

BACKGROUND

A North American company that specializes in large-scale marine projects identified an opportunity to drive significant cost savings through strategic sourcing. An initial effort to source a single category proved fruitful—generating double-digit percentage cost savings—but the company's procurement team lacked the requisite sourcing skills, knowledge, and organizational buy-in for broader implementation.

ProcureAbility was engaged to:



DESIGN A NEW STRATEGIC PROCUREMENT ORGANIZATION AND DEVELOP THEIR CAPABILITIES



DEVELOP NEW CATEGORY MANAGEMENT AND STRATEGIC SOURCING PROCESSES, TOOLS, AND CAPABILITIES



INTRODUCE NEW KPIS TO MEASURE PROGRESS



ACHIEVE SIGNIFICANT ANNUAL SAVINGS



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“ PROCUREABILITY DID MORE FOR US IN SIX MONTHS THAN WE COULD HAVE DONE IN SIX YEARS.”

-- CLIENT'S COO

PROCUREABILITY'S APPROACH

ProcureAbility conducted an eight-week assessment followed by a four-week change management period working closely with the client's procurement and finance organization.

The ensuing six-month transformation program focused on:



HIRING AND ONBOARDING A NEW LEADER OF PROCUREMENT AND STRATEGIC SOURCING SPECIALISTS



REALIGNING THE REMAINING WORK TO SUPPORT TACTICAL PROCUREMENT NEEDS



REWRITING POLICIES AND PROCEDURES TO CONFORM WITH MODERN PROCUREMENT PRACTICES



IDENTIFYING GAPS IN THEIR PROCUREMENT SUPPORT TECHNOLOGIES



INTRODUCING NEW KPIS TO BETTER MEASURE, EVALUATE, AND MANAGE THE FUNCTION AS A WHOLE

RESULTS

Through ProcureAbility's efforts and expertise, we surpassed the client's savings target and their expectations on value delivered against the categories we sourced. The company's procurement team is now focused less on putting out fires than it is on creating long-term value for the organization.