

## SUCCESS STORY

# Transform the purchasing function and build a competitiveness plan

## CHALLENGES

After the acquisition of a new company, our client needed to **integrate 5 purchasing teams spread over 10 sites**. This integration had to **quickly generate synergies** to achieve the strategic plan expected by the shareholders.

Our mission aimed at helping to **enforce newly gained bargaining power** and better leverage on the purchasing function for its projects and operations.

## SOLUTIONS

- **Collect and consolidate the purchasing data from 8 ERPs**, then characterize the spending by categories, suppliers and site
- **Identify competitiveness potential with each Commodity Buyer** through an exhaustive portfolio review
- **Coach buyers based on a comprehensive toolbox** including templates and all the elements to develop the purchasing strategies
- **Lead some negotiations as interim buyer** to accelerate the achievement of savings and demonstrate the added value of purchasing
- **Clarify the purchasing operating model, including interfaces and processes** to support long-term impact

## KEY DELIVERABLES



**Integrated purchasing function**



**Over 1m€ generated savings**



**Operational & Strategic Purchasing toolbox**



**1 single purchasing database**

## CUSTOMER BENEFITS

# 5

**teams** integrated into one single purchasing function

# 8

**ERPs** consolidated to empower buyers

# +1.5%

**EBIT** with annual recurring savings



[www.cylad.com](http://www.cylad.com)



[sebastien.cailliau@cylad.com](mailto:sebastien.cailliau@cylad.com)



[thomas.elhinger@cylad.com](mailto:thomas.elhinger@cylad.com)