



Conducting Purchasing Transformation

Client

A global Pharmaceuticals market leader wishing to leverage + €50M of MRO spend in Europe mandated our team to identify and implement improved Procurement practices as well as delivering significant bottom line results. Supply base was extremely fragmented both in terms of spend and geography. Lack of Procurement consistency resulted in significant price and practices discrepancies among the Client's European manufacturing network. Needs were solely driven by internal customers while Procurement was merely seen as a Supply Office.

Buy.O's strategy

The first opportunity analysis has been conducted while training the Procurement organization to the usage of a common set of tools and methods, converting the entire organization to one Procurement language.

Then building on this new language, Client's teams facilitated by our consultants have designed and pushed several workstreams internally – markets vs. needs alignment, suppliers consolidation, stock value reduction, ...- leading to a coordinated and consistent Procurement approach for MRO in Europe.

This exercise opened the way to MRO Procurement's strategy approval by the Client's Management and ensured buy-in from the manufacturing sites when time came for implementation.

Outcomes

The combined capacity to embark teams of Client's buyers as well as delivering strategic value in the eyes of the Management has given the project a terrific launchpad for implementation. On a 3 years period, €5.5M worth of savings have been identified and implemented using a phased approach. The sustainability of Procurement best practices usage by the Client's Buyers community has also been recognized as one of the Project's major successes.

About Buy.O

Buy.O, is an international consulting company fully dedicated to procurement. We reveal and boost company's performance through procurement excellence. Our large service offering structured around 3 major topics - Procurement Strategies, Procurement Transformation, Procurement Operational Projects - helps our customers to create, develop and transform their procurement and supply chain function.

Buy.O's missions cover a large diversity of business sectors. Our clients either belong to international groups, mid size companies or organization from the public sector. We are able to support any of our customers everywhere in the world (Asia – America – Africa - Europe).

For more information, Please contact :

Buy.O Procurement

103 Boulevard Haussmann

75008 Paris –France

Tel : +33 (0)1 49 24 99 67

Fax : +33(0)1 40 07 11 05

Email : contact@buyo-procurement.com

www.buyo-procurement.com