



## **Design and facilitation of an International Skills Development Program**

---

### **Client**

Following a merger & acquisition phase, the client company's purchasing function was identified as a key contributor to achieve the synergies previously identified. New focus, World Class practices and upgraded competences were required by the newly integrated purchasing organization to deliver the expected results. The company was looking for a partner capable of bringing innovative solutions, hands-on experience and worldwide support to its purchasing function.

### **Buy.O's strategy**

Buy.O assessed the current practices and needs of the organization. Buy.O designed and tailored an international skills development program capable of engaging all aspects of the purchasing function based on specific challenges, cultural environments, and current expertise. Modules were developed for negotiation, strategic sourcing, advanced contracting, finance and services contracting management .

### **Outcomes**

Buy.O designed a consistent international education program delivered in more than 10 countries, to 1,000 attendees bringing together more than 20 different nationalities.

The program contributed to an increase of more than 200M € in performance. The collaborative work environment created by our consultants and their extensive level of operational experience quickly led to a very strong buy-in through the whole organization.

Today, the employees with purchasing responsibilities and their internal customers work more effectively which is sustainable for the long term; a strong community of purchasing professionals has emerged and is being recognized within the whole organization.

## 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](mailto:contact@buyo-procurement.com)

[www.buyo-procurement.com](http://www.buyo-procurement.com)