



e-Sourcing deployment program; User adoption program management

Client

Following a merger with a major competitor, a worldwide leader in the IT Hardware & Services Industry was looking for an efficient way to develop and implement common purchasing practices and tools among the buyers community. Tools & methods used by the two groups needed to be harmonized in order to share common objectives and get more global visibility on the purchasing activity level.

Buy.O's strategy

Buy.O has been mandated to implement an e-sourcing platform, the most efficient way to spread knowledge, methods & tools and to facilitate internal communication and collaboration on purchasing projects.

The project we conducted with the Client unfolded in five phases :

- Design of the purchasing tools and processes
- e-Sourcing platform set up
- Selection of the most appropriate and relevant reporting dashboards
- Training of the purchasing community to this new web-based application
- Buyers' coaching for their first e-sourcing projects to accelerate user-adoption and deliver sustainable performance

Outcomes

- Harmonized purchasing methods and processes have been spread and adopted within 6-month
- More than 100 projects have been conducted on the platform after one year, generating between 7 and 10 % savings in average
- The e-sourcing platform and Buy.O efforts have been recognized as being one of the major drivers of the purchasing practices harmonization within the buyers community

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