



E-sourcing Implementation

Client

An International airline company had decided to implement an e-sourcing solution to support and professionalize its purchasing function. Buy.O was selected to assist the client in implementing the selected solution and ensure buy-in of the users.

Buy.O strategy

We first customized the application in order to get a technical solution fully aligned with the procurement organization needs and objectives.

Buy.O trained and coached the company's buyers to run the application to reach their procurement goals. Through a complete spend analysis combined with interviews, Buy.O further identified several e-sourcing opportunities for improvement.

Outcomes

- Through this initiative the client acquired a clear roadmap to deploy the solution
- A group of key category buyers were selected and became proficient in using the application
- The company obtained sustainable savings of up to 30 %.

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