



Global Training Program aiming at running a global procurement organization

Client

Our client was a Global Tier 1 automotive manufacturer which ranks amongst the top ten worldwide automotive suppliers. As a result of several mergers and acquisitions, the procurement organization had become dysfunctional as it lacked common purchasing methodologies and tools to meet customers expectation. Buy.O was selected to support this client in developing and implementing cutting edge purchasing practices through a global purchasing training program.

Buy.O strategy

We began with a complete assessment of all purchasing practices, processes, methodologies and tools used across different BU's. This was achieved through a series of interviews and document analyses. We performed a gap analysis of the company's procurement analyzing current systems outcomes against their potential performance. We proposed to develop, harmonize and prioritize key methodologies and tools to be used globally. We also custom-designed and led a 5-day purchasing training program. This training was presented in three different languages (English, Chinese, and Portuguese) in Europe, USA, South America and Asia.

Outcomes

Through the design and implementation of this global purchasing training program, the client attained a consistent strategy and network between all purchasing functions across the world. Attendees developed a shared vision, a common understanding of the company's purchasing environment, strategies, tools, and techniques.

Participant buy-in was facilitated by the customization of the training into the specific requirements and language of the region.

After three years, more than half of the purchasing organization participated in this training program (i.e. 450 out 900 people)

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).

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