



Running advanced training program to leverage cost optimization and supplier innovation

Client

The customer is a leader within the food industry with worldwide operations. The purchasing group was well established and structured. Buyers' skills were continuously upgraded with training initiatives managed by an internal university and an external training company. The customer sought a more interactive, focused, energizing, professional and sustainable training program with internal and external purchasing professionals.

Buy.O's strategy

Buy.O capitalized on the purchasing maturity by adding leading edge tools to existing processes and techniques. In order to enforce messages and secure adoption, training workshops were delivered by both an internal procurement manager and a Buy.O consultant in four different languages (English; French; Spanish and Chinese).

Outcomes

The workshops were rated as the best professional training within the whole company. More than 250 buyers from all over the world took part to the training (Asia, Americas and Europe).

Buy.O and the company are now in a continuous improvement process in order to adapt skillset to company's stakes and new challenges.

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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