



## **Strategic Diagnostic and Purchasing Alignment**

### **Client**

As part of a global approach to re-design its Corporate strategy, the Board of a significant European player in the postal & financial services sector has mandated Buy.O for a three-month project.

Buy.O's mission consisted in identifying detailed potential opportunities within the client's external spends (€6.7 Bn.), and developing a global mid-term strategy to address these opportunities. The situation was complex as external spend was rising faster than turnover, visibility was weak and the level of workforce's maturity in terms of procurement practices was uneven.

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

The solution we built and implemented with our Client counted three main steps:

- Develop a deep understanding of spend structure & supply base as well as the analysis of procurement maturity (450+ Buyers)
- Build a detailed set of opportunities through suppliers event management (Top 20 suppliers) & internal workshops sessions (30+ workshops). We built a detailed midterm implementation plan in terms of savings & benefits realization.
- Define the roadmap for change, combining the activation and phasing of all strategic procurement levers.

### **Outcomes**

Significant opportunities to support the company's strategies & targets were identified, including €800M savings validated by the whole procurement community (which was key for the implementation critical path.)

## About Buy.O

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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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