



Support to indirect purchasing organization development

Client

A retail textile group with revenues of approximately 450 M € undergoing a rapid growth (opening three to four shops a week) needed to put its indirect costs under control.

Our team was mandated to support this client in developing a dedicated procurement organization as well as selecting the software and technology necessary to control and oversee all indirect expenses and procurement activities.

Buy.O's strategy

The project was conducted in five phases:

1. Buy.O initiated the project by assessing the current spending patterns, current practices, internal resources,.
2. Buy.O defined a procurement process and an optimum organizational structure.
3. Buy.O facilitated the design of functional specifications for the Procurement Information System.
4. Buy.O assisted the client in selecting and negotiating with potential information system suppliers.
5. Finally, Buy.O supported the client in the implementation of the new procurement organization by developing processes and procedures.

Outcomes

Within six months the indirect procurement function was operational. Processes and controls were implemented, and the technology software was ready for implementation.

The implementation of an independent procurement function led to significantly improved supplier relationships and cost visibility.

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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