

# DELIVERING PROCUREMENT VALUE FOR A GLOBAL AUTO MANUFACTURER

## EXECUTIVE SUMMARY

This client had over 2.2MM paper invoices and 11,000 paper purchase orders in storage, as well as an outdated technology landscape throughout the source-to-pay environment, manual processes and non-integrated systems. The goal was to create a richer marketplace experience for the user base and enable an automated workflow.

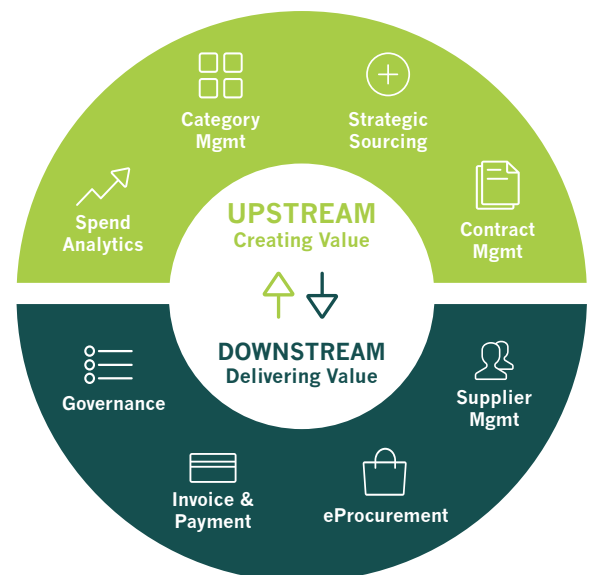
## KEY OUTCOMES INCLUDED:

- Assessed the global spend management landscape as it relates to people, process and technology to determine the best-fit platform to support the procurement and invoicing process.
- Sourced, selected and implemented a technology solution streamlining the procurement processes globally and driving efficiencies.
- RFP scoring creation/execution and provided full BPO sourcing services across 15 distinct categories.

“Nitor Partners determined the best-fit platform to support the procurement and invoicing process. They implemented the technology and provided BPO services – truly becoming part of our team. Nitor guided us on the journey and together we met our goals.”

*Global Auto Manufacturer*

## Delivering Value Across the Source-to-Pay Lifecycle



## CHALLENGES

The current state procurement landscape had many issues at the time of engagement:

- Lack of a global procurement structure and processes. Two different procurement policies used within the organization.
- Enormous amount of paper documentation in storage.
- Change Management and communication issues have been documented barriers during past projects.
- No processes, technology or training to enable spend analysis, strategic sourcing, category management, supplier performance and risk management.

## HOW NITOR'S SERVICES HELPED

Through our partnership, we enabled the client to significantly develop the procurement environment:

- Established technology requirements using the client's Statement Of Requirements (SOR) process on a functional, technical and regulatory level.
- Created a blueprint for the future state process and an end-to-end process definition.
- Executed a technical analysis, design and build for the implementation of a spend management solution.
- Redesigned the requisition process by adding a Procurement Operations team to the front end. This team added value by ensuring the negotiated price was contracted, new suppliers were vetted, and a buyer review of all new business.

- Designed, built and created content configuration for RFPs. Established RFP scoring and key evaluation success criteria based on the client's needs.
- Implemented global supplier management processes and technology to measure and manage performance and risk management.

## SUMMARY OF RESULTS

The key outcomes of our partnership with the client included:

- Developed an automated approval process within the procurement software resulting in over **90% of invoices to be processed electronically.**
- Designed and implemented sourcing strategies that provided value resulting in over **85% compliance of suppliers and contracts within the procurement environment.**
- Conducted a full Strategic Sourcing program, driving over **\$25MM in analyzed savings globally.**
- Embraced the client's Guiding Principles in development of technology landscape enabling an enterprise solution that creates a **360-degree view for business units and suppliers.**

**Contact Nitor today for your roadmap to Procurement excellence.**

## CONTACT

[nitorpartners.com](http://nitorpartners.com)  
[info@nitorpartners.com](mailto:info@nitorpartners.com)

