



DELIVERING PROCUREMENT VALUE FOR A GLOBAL FOOD SERVICE RETAILER

EXECUTIVE SUMMARY

This client had an outdated and disparate technology landscape throughout the source-to-pay environment, manual processes and a non-integrated environment. The technology and processes utilized varied by country and supplier selection / management was decentralized.

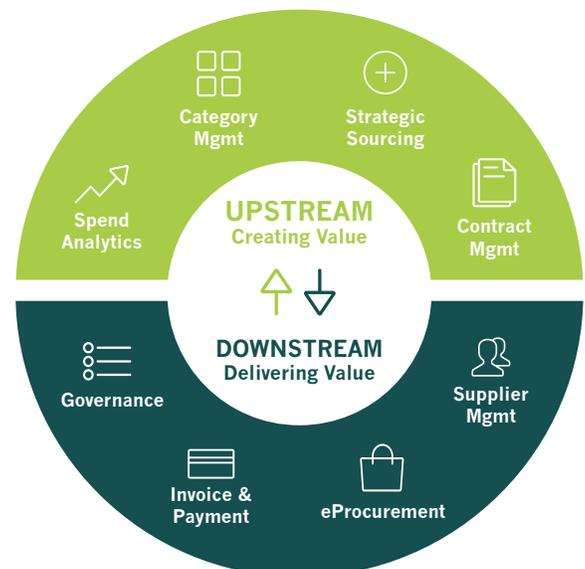
KEY OUTCOMES INCLUDED:

- Assessed the global source-to-pay landscape and identified key gaps in strategic sourcing, category management and supplier performance, risk and relationship management.
- Sourced, selected and implemented a technology solution streamlining the procurement processes globally and driving efficiencies.
- Leveraged spend data to develop an improved strategic sourcing and supplier management process with greater transparency to the entire organization.

“Nitor Partners conducted a source-to-pay assessment and developed a detailed roadmap for change. They then implemented the selected technology and designed procurement processes driving measurable savings. This program proved Nitor to be a trusted and valuable partner.”

Global Food Service Retailer

Delivering Value Across the Source-to-Pay Lifecycle



CHALLENGES

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

- Lack of a global procurement structure and processes.
- Procurement technology was not leveraged globally.
- Procurement practices varied by business unit - lack of robust supplier selection and management.
- Limited category management and low spend visibility across the procurement organization - missed savings opportunities and increased risk.
- 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 collaborative approach, we identified steps to enable the client to progress on their procurement journey:

- Sourced and implemented a technology solution to streamline the procurement process on a global scale to drive efficiencies.
- Identified key procurement gaps across the S2P spectrum covering people, process and technology aspects. Created an actionable roadmap to transform procurement.
- Enabled spend analysis insight into categories and identification of savings opportunities.
- Implemented global supplier management processes and technology to measure and manage

performance and risk management.

- Identified preferred suppliers in each major spend category and created a strategy to strengthen and maximize those relationships.
- Led IT teams to bulk source hardware, installation services, and repair services in restaurant locations.
- Re-imagined repair and extended warranty servicing for all restaurant technology to gain efficiencies.
- Worked with U.S. security team to re-engineer a camera system package for restaurant locations.

SUMMARY OF RESULTS

The key outcomes of our partnership with the client included:

- Enabled **centralized spend**, procurement and contract compliance.
- Established a **holistic and TCO approach to supplier selection** and consolidated the spend.
- Identified preferred suppliers across each spend category, **driving over \$25MM** in savings globally.
- **Implemented technology on a restaurant and corporate level** to create efficiencies and reduce costs.
- Repositioned the understanding around the **value proposition and role of procurement**.

Contact Nitor today for your roadmap to Procurement excellence.

CONTACT

nitorpartners.com
info@nitorpartners.com

