

# Case Study

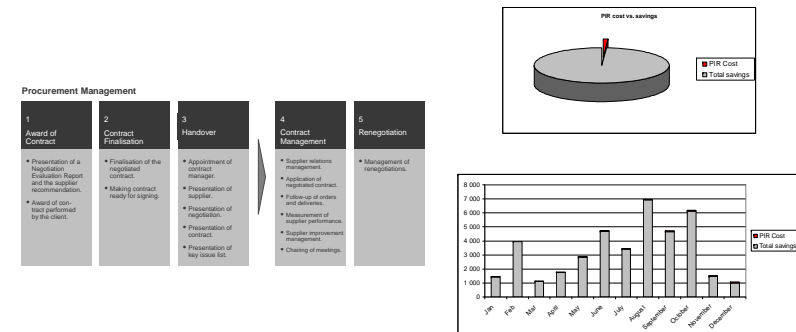
## Contract Management - Africa



### Context and objectives

- Secured continuity after contract award
- Supplier relationships are maintained
- Supplier performance is measured
- Contracts are enforced
- Renegotiations at regular intervals
- Single point of contact

### Conducted for the CEO of a MNO in Africa



### PIR's Approach

PIR's expertise and extensive knowledge within procurement and in contract management did not only secure control of agreements, but also ensured that deliverables, terms & conditions, quality, and life cycle costs were maintained in accordance with negotiated agreements. In addition PIR's Contract Management service ensured that agreements were continuously benchmarked and renegotiated in line with best market practices.

### Client benefits

#### Realized savings:

- **Total savings (year 1): 39,4 MUSD**
- **Ratio PIR-cost:savings: 1:88 (i.e. for every dollar spent in PIR's services, the client saved 88 dollars)**
- **Additional value to the customer:**
  - **Protection against malpractices**
  - **Protection of the vendor relation ("uncomfortable" issues were handled by a professional third party)**
  - **Synergies across the region**