

Case Study

Supplier Base Optimization – Consulting (2)



Context and objectives

The client was in need of performing cost savings with a secured net effect

Yearly spend of 24 MSEK in selected consulting categories

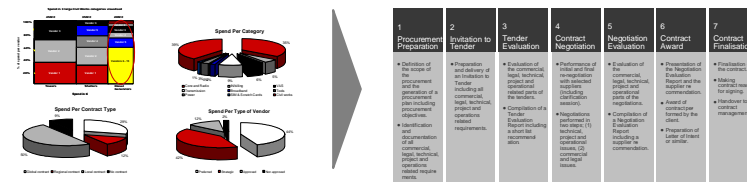
- External Competence: 16 MSEK
- Internal competence: 8 MSEK

Suppliers, number of: 74

- External Competence: 60
- Internal Competence: 14

Conducted for the Nordic CPO of a European gas company

Well structured and proven processes and tools tailored to reflect the actual situation will set the foundation for a successful procurement.



PIR's Approach

PIR executed the project based on our standard services Spend Analysis and Supplier Base Optimization

Spend Analysis

In selected categories, identify savings potential, propose strategy and action plan to execute on savings potentials

Supplier Base Optimization

Manage the procurement projects and deliver savings to the client at target date given. Initial assignment was to gain 20% overall savings in a short time frame of 6 weeks

Client benefits

Realized savings

- In selected categories: 5.6 MSEK
- Reduction of suppliers: 21
- EBITDA / ARPU increase: 9%
- Time to market improvement: increased profitability
- KPI improvement: Supplier Optimization