



Enhancing Strategic Sourcing Visibility

THE CLIENT

This experienced oil and gas explorer, producer, and developer has been in operation for over twenty years. As of today, the company produces and provides 27% of India's domestic crude oil production and generates billions of dollars in revenue through their oil and gas explorations in South Asia and Africa.

BUSINESS CHALLENGE

The client's internal procurement processes lacked clear visibility and reporting.

Due to their lack of internal alignment, the client was not able to focus their time nor resources on more strategic issues. Therefore, the client was in need of an outside support system to help them allocate their time and resources more effectively with greater efficiency.

THE RESULTS



Awarded contracts for over 250 projects and negotiated savings of 2% annually



Managed 350M of annual spend



Realized 900K in liquidated damages



Engaged with multi-year contracts, chemical management services, and polymer supply/procurement to optimize savings



Supplied speedy resolution regarding any potential delivery issues

HOW CORBUS HELPED

- » **Supervised** 350M of annual spend and approximately 1,200 suppliers
- » **Provided** onsite support (at the corporate office and multiple drilling sites) by managing procurement-related services
- » **Managed** direct categories such as: pipes, chemicals, fasteners, oil seals and gaskets, tanks and vessels, small fabrication and m/c components, electrical cables, hoses and pipe fittings, valves and motors
- » **Managed** indirect categories such as: fuel, safety items, drilling equipment, lubricants, instruments, HVAC, office supplies, rental vehicles, harnesses, and temp services
- » **Indexed** and maintained all sourcing documents including technical and commercial bid forms
- » **Strengthened** internal processes and procurement harmonization
- » **Increased** compliance throughout the organization
- » **Delivered** higher levels of reporting and spend visibility for procurement projects
- » **Eliminated** compliance related issues with software contracts

