



Optimizing Car Rental Sourcing

THE CLIENT

As a European-based manufacturer, this client produces an array of chemicals including: soda ash, hydrogen peroxide, specialty polymers, polyamide intermediate products, polyvinyl chloride, and consumer chemicals. The client has a global presence with 30K employees employed throughout 100 locations in over 50 countries.

BUSINESS CHALLENGE

The client's rapid growth across North America and Europe created a need for indirect spend management.

Corbus was asked to optimize the client's short-term car rental sourcing. With the client's rapid growth and lack of management, this type of indirect spend had become overlooked. In addition, multiple client sites had differing business requirements and policies for rental car sourcing. This ultimately subjected the client to excessive rental car rates and unfair terms/conditions.

THE RESULTS



Achieved 20% in annual savings



Generated optimal processes and measurement tools to enable the organization to replicate future results



Standardized the surcharge amount and damage fees that the car rental providers imposed upon our clients



Increased client satisfaction through rationalizing the provider base, reducing contract administration, and overhead costs



Established spend visibility at all levels of the organization



Initiated consistent payment terms and invoices

HOW CORBUS HELPED

- » **Decreased** the bid process timeframe while ensuring efficient and cost-effective vendor consolidation
- » **Performed** data extraction and spend analysis to identify a clear itinerary pattern
- » **Classified** the various car types, fees, and services that the client needed so that the rental car providers could easily ascertain the client's travel requirements
- » **Implemented** e-sourcing tools to leverage the parent company's domestic and international travel purchase decisions
- » **Assisted** with centralizing the suppliers' responses and automatically collated/compared responses within the client's system
- » **Consolidated** corporate business units and localized spend
- » **Introduced** new providers to the competitive bidding environment while challenging the existing supplier base
- » **Created** a strategy and sourcing plan which led to supplier rationalization and spend aggregation

