



# Strategic Sourcing of Engineering Services

## THE CLIENT

As a Fortune 50 Company, the client is a global leader in the Consumer Packaged Goods (CPG) industry and produces a wide range of CPG in beauty, grooming, and household care units. The client's brands are available in more than 180 countries.

## BUSINESS CHALLENGE

The client was required to reduce the size of their onsite sourcing personnel due to cost issues.

Therefore, the need arose to obtain alternate resources for specialized sourcing projects. Ultimately, the client chose to partner with Corbus to outsource their engineering services for North America. Corbus received a positive analysis/response from the vendor base as well as significant cost savings for our client.

## THE RESULTS



**Achieved 38% in savings**



**Identified four companies who had already completed similar projects to submit a proposal**



**Within 10 days, the competitive bid process was complete**

## HOW CORBUS HELPED

- » **Researched** which engineering firms had the capabilities required to deliver a comprehensive response for the client's Civil Structural and Architectural (CSA) regulations
- » **Provided** mechanical and electrical disciplines for North American plants
- » **Reviewed** the client's sourcing plan and determined the time required to develop a Request For Quote (RFQ), release the RFQ, and receive insightful responses
- » **Developed** the RFQ to utilize in the vendor selection process
- » **Utilized** best practices and included a standardized format of all documentation (including internal and external documents), comprehensive analysis skills, detailed communication plans, and end-to-end tracking from project inception through the purchase order issuance
- » **Gathered** the vendor responses and performed a Best Value Option Analysis (BVOA) for the client
- » **Achieved** a high client rating due to our expertise, dependability, and ability to deliver superior business results

