

# Strategic Sourcing of Office Supply Products

## 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 lacked visibility of their office supply expense.

Most of the client's visibility issues were directly related to a fragmented buying pattern. The client's fragmented buying patterns led to uncategorized spend data with no central ability to trace or analyze consumption patterns. Therefore, the client wanted to engage with a business partner who could consolidate and aggregate spend across all plant/office locations. In addition, the client was seeking end-to-end visibility and sourcing expertise by standardizing spend, using appropriate procurement tools, and inducing competition.

## THE RESULTS



Achieve savings of 43%



Provided supplier rationalization by significantly reducing the number of global suppliers (from 20 to 3)



Negotiated delivery and payment terms on an all-inclusive basis



Increased the client's cash flow significantly

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## HOW CORBUS HELPED

- » **Conducted** a thorough spend analysis
- » **Created** a baseline spend report
- » **Identified** historical purchasing patterns
- » **Generated** sourcing strategies that could be widely standardized/adopted
- » **Leveraged** strategic relationships with supplier conglomerates
- » **Induced** supplier competition
- » **Decreased** the amount of global suppliers
- » **Created** an electronic catalog based procurement process to maintain and control future consumption patterns
- » **Reduced** the client's overhead costs

