



"Nitor Partners determined the best-fit platform to support the procurement and invoicing process. They implemented the technology and provided BPO services – truly becoming part of our team. Nitor guided us on the journey and together we met our goals".

Global Auto Manufacturer

DELIVERING PROCUREMENT VALUE FOR A GLOBAL AUTO MANUFACTURER

Executive Summary

This client had over 2.2MM paper invoices and 11,000 paper purchase orders in storage, as well as an outdated technology landscape throughout the Source-to-Pay environment, manual processes and non-integrated systems. The goal was to create a richer marketplace experience for the user base and enable an automated workflow.

Key Outcomes Included:

- Assessed the global Spend Management landscape as it relates to people, process and technology to determine the best-fit platform to support the procurement and invoicing process.
- Sourced, selected and implemented a technology solution streamlining the procurement processes globally and driving efficiencies.
- RFP scoring creation/execution and provided full BPO sourcing services across 15 distinct categories.

SOURCE-TO-PAY

UPSTREAM - CREATING VALUE

SPEND
ANALYTICS

CATEGORY
MANAGEMENT

STRATEGIC
SOURCING

CONTRACT
MANAGEMENT

DOWNSTREAM - DELIVERING VALUE

SUPPLIER
MANAGEMENT

ePROCUREMENT

INVOICE &
PAYMENT

FINANCIAL
MANAGEMENT

Challenges

The current state procurement landscape had many issues at the time of engagement:

- Lack of a global procurement structure and processes. Two different procurement policies used within the organization.
- Enormous amount of paper documentation in storage.
- Change Management and communication issues have been documented barriers during past projects.
- No processes, technology or training to enable spend analysis, strategic sourcing, category management, supplier performance and risk management.

How Nitor's Services Helped

Through our partnership, we enabled the client to significantly develop the procurement environment:

- Established technology requirements using the client's Statement Of Requirements (SOR) process on a functional, technical and regulatory level.
- Created a blueprint for the future state process and an end-to-end process definition.
- Executed a technical analysis, design and build for the implementation of a Spend Management Solution.
- Redesigned the requisition process by adding a Procurement Operations team to the front end. This team added value by ensuring the negotiated price was contracted, new suppliers were vetted, and a buyer review of all new business.

- Designed, built and created content configuration for RFPs. Established RFP scoring and key evaluation success criteria based on the client's needs.
- Implemented global supplier management processes and technology to measure and manage performance and risk management.

Summary of Results

The key outcomes of our partnership with the client included:

- Developed an automated approval process within the procurement software resulting in over **90% of invoices to be processed electronically.**
- Designed and implemented sourcing strategies that provided value resulting in over **85% compliance of suppliers and contracts within the procurement environment.**
- Conducted a full Strategic Sourcing program, driving over **\$25MM in analyzed savings globally.**
- Embraced the client's Guiding Principles in development of technology landscape developing an enterprise solution that creates a **360-degree view for business units and suppliers.**

Contact Nitor today for your roadmap to Procurement excellence.



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