

# Global Leader in Signal Transmission Solutions

## BACKGROUND

A \$2.1B worldwide leader in the design, manufacture and marketing of broadcast, enterprise and industrial connectivity products, recognized a need for improved spend visibility, improved sourcing capabilities and savings realized from the strategic sourcing project.

The project scope included:

- Preparing a detailed enterprise-wide spend analysis to help identify and prioritize opportunities

- Executing strategic sourcing in the areas of Electronic Components and PCB Assemblies - \$28M in spend, 4,500+ parts, multiple plants in multiple countries. \$20+M in spend was NA based and bid competitively 6-months prior.

## APPROACH

Conducted a tailored spend diagnostic leveraging spend data from 27 different sources and systems, including the analysis and categorization of \$1.0B+ of addressable spend

Performed strategic sourcing as a Proof of Concept in the following areas:

- Electronic components (i.e., Integrated Circuits, Capacitors, Resistors, Diodes, Transistors, Logic) and PCB Assemblies

Conducted strategic sourcing training workshops delivered to 20+ stakeholders on 3 continents

Leveraged global spend. Incumbent suppliers had never seen the total enterprise spend.

Went direct to manufactures for high spend categories.

Consolidated distributors and expanded the list of approved manufacturers; increasing substitute components



## IMPACT METRICS

OVER

**\$27M**

identified savings potential

OVER

**40%**

supplier rationalization



"I was pleasantly surprised by the savings given the fact we had just competitively bid the majority of this spend 6 months previous."

– Group CFO

## RESULTS

Spend analysis and category prioritization identified up to \$27M of potential savings opportunity through three waves of the strategic sourcing program

Delivered ~\$1.5M (5.3%) of savings with existing supply base within 4 months

Improved procurement capabilities through training (Strategic Sourcing Methodology, Interviewing and Negotiations) that embedded best practices, associated tools and templates for ongoing sustainable sourcing savings



## ABOUT CLAUDIA

Over the last three decades, our team has delivered more than \$1B in documented client savings across industries, driving measurable value at an ROI of 6-15X.

Contact us today to start a conversation around how we can help you.