

Fortune 200 Manufacturing Company Gets Control Over Spend with JAGGAER

LEADING FORTUNE 200 MANUFACTURING COMPANY



“

Our company is reaping the benefits of increased efficiency throughout the entire procurement process, as well as best in class contract compliance and greater spend control.”

— Sr. Manager of Supply Chain Operations for a Fortune 200 Manufacturer

PROFILE

A Fortune 200 company and global leader in designing, manufacturing and marketing innovative products and services to professional, medical, industrial and commercial customers. The company's current indirect spend is approximately \$15 million per month and growing rapidly.

CHALLENGE

As a business that is truly running seven days a week, 24 hours a day, in every time zone in the world, gaining insight and control over spend across the organization is critical. But for this global organization, its size and disparate systems made getting this insight and control virtually impossible. There were multiple instances of the previous

procurement software used across the company's different business units with approximately 20 different ERPs in place and no mechanism to retrieve quality data or analysis from any of them.

SOLUTION

The company selected JAGGAER to replace the existing solution and expand the use of procurement technology from regional adoption to a global platform covering all sourcing and procurement processes.

As a big proponent of supplier catalogs, the rich catalog environment of JAGGAER's Spend Director solution allows the organization to make the purchasing experience easy with deeper insight into spend and better contract compliance. In addition, contract and category managers

are successfully leveraging the efficiencies and control offered by the solution's catalog management approval technology and services. They now have control over punch-out prices and access to analysis reports on catalog and price enhancements. Overall the JAGGAER solution allows them to fully control the contractual agreements with their vendors.

The company is reaping the benefits of increased efficiency throughout the entire procurement process, as well as best in class

THE FUTURE

The future is all about further global rollout and increasing organization adoption of the new solutions. The company plans to continue expansion of the new solution, already deployed in several countries, on an international level.

Its active user base of 20,000 will grow to 50,000 worldwide, increasing spend control and savings opportunities.



Gaining access to a centralized contract repository and a robust, configurable approval process is critical.


BOTTOM LINE RESULTS


- Cycle time benefits: 75 percent of approvals within one day, 90 percent of approvals within five days.
- 23 percent of purchase orders are approved via a mobile device.
- The organization is reaching contract compliance of 98 percent and more for suppliers with catalogs in the solution.
- Achieving net cost savings of 18%

contract compliance and greater spend control. The company has also adopted use of the Sourcing Director solution to easily manage and execute sourcing events in a complete web-based environment.

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