

Real Estate Development & Management Firm

Client Situation & Challenge

Our client used manual, disparate, localized processes supported by outdated technology. As a result, management lacked visibility into spend, resulting in fewer opportunities to consolidate expenses and drive greater savings.

Approach

CrossCountry Consulting analyzed their indirect spend and recommended improved financial processes and technology to increase the reliability and transparency of the underlying data. We leveraged the following approach to identify spend optimization improvement opportunities:

- Gathered and reviewed the data attributes contributing to indirect spend;
- Validated spend data and conducted an analysis by supplier, category, location, and payment terms;
- Delivered process and technology recommendations, including specific savings opportunities.

Impact

Through our analysis of the client's spend data and metrics, CrossCountry Consulting delivered the following benefits:

- Identified \$2M-\$4M of savings opportunities across commodity spend categories;
- Identified opportunities to reduce the vendor base by 25% through consolidation of vendor onboarding and implementation of a preferred vendor process;
- Prepared recommendations to increase transparency of contract terms by implementing Coupa;
- Streamlined financial processes to standardize contracts, procurement, and accounts payable functions for a decentralized operating model;
- Consolidated contract management process to enforce standardized contract generation and enable standard contract terms to streamline payment.

We uncovered opportunities to increase cost savings, standardize disparate processes, reduce duplication and manual rework, and consolidate the client's existing vendor base to increase spend visibility and drive optimal sourcing outcomes.