

ATS

Fortune 500 MNC Case Study

- Consultancy: Many Solutions.
- Cost: \$100+ Million Reduction.

30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.

ATS Clients



THE OFFICIAL SPONSOR OF BIRTHDAYS!



Who We Are

- 30+ years serving in the U.S., Canada, the U.K., and Western Europe.
- Phenomenal client list, stories, and case study outcomes.
- Providing capital, consultancy, and cost reduction.
- 1000+ global affiliates, partners, and experts.
- \$10's of Billions results for organizations.
- 28%+ overall average cost savings.

ATS Organization Details

Organization Name: Fortune 500 MNC

Industry: Manufacturing, Distribution, Oil / Gas, Energy

Organization Size: \$15+ Billion Annual Gross Revenues

Client Billable Type: Performance Based, No Cost No Risk, Percentage, Fixed Contract

ATS Client Challenges and Needs

- **There were process and standard operating procedure (SOPs) inefficiencies** and limited use of beneficial pricing and no vendor management being conducted. The different divisions, departments, and business units were not aware of their overruns and available opportunities.
- **With the increased restraints of resources**, human capital, less people having to do more, supply chain disruption risk, global demand for goods and services, this organization had not implemented a strategy to address these and many more challenges.
- **This case study outlines a real example of what was done in less than a year to turn** around this global conglomerate's procurement processes throughout the entire global organization. This included eleven different divisions, more than thirty plants, and the direct involvement of three people from each plant, more than thirty executives, and the entire global supply chain for indirect and other team members that resulted in impact of more than seven-thousand employees.

Client Outcomes: Change Willingness

- ATS presented a global strategic plan to executive management about future opportunities to improve their challenges and needs they had shared with ATS.
- Executive management then engaged ATS, provided detailed data, this data was analyzed and reviewed, with further team action items taken.
- This resulted in solutions being provided that has helped this organization become world class, overcome their challenges, and are now self-sustaining in their indirect procurement.

Client Outcomes: Cost Reduction, Strategy, Training, Audit, ...

- All levels of the organizations were involved in and embraced the plan through a communication and change management plan (this resulted in culture and business process change).
- Reduction in procurement administration resource time and cost (the procurement buyers expended less time searching for contract pricing and suppliers to utilize).
- Cost reduction and improvements within invoice management (were able to utilize electronic invoicing, invoice matching program was implemented, and less interaction and management was needed by staff to oversee the invoicing process).
- Buyers were then able to become more proactive and focused on plant operations.

Client Outcomes: Cost Reduction, Strategy, Training, Audit, ...

- Created training platform, provided in person training, and continued online training for sustainability (this reduced training costs and increased availability and this system was developed as super users – train the trainer).
- Integrated engineers and plant management with buyers for improved order time and internal customer time responsiveness.
- Increased spend under management and availability of data reports.
- Created audit systems on the data against the contracts and supplier information (more than ninety percent of contracts were fulfilled worldwide).

Client Outcomes: Cost Reduction, Strategy, Training, Audit, ...

- The processes created more relevant data that led to contract management and compliance, spend under management, and supplier evaluation.
- Overall increased spend under management by thirty percent, reduction in leakage by thirty-six percent, and contract compliance by twenty-five percent after twelve months.
- Cost reduction resulted in more than \$ 100 M over a five-year period.
- The implemented processes resulted in a greater focus for staff with direct impact to the bottom line.

Overall Client Outcomes

Outcome Summary

- **In less than one year**, this Global 500 Multi-National Corporation improved communications, process efficiencies, embraced productive change management, with **more than \$100M bottom line savings**.

Main Reason for Their Success?

- “They were ready for change as they recognized the need to be best in practice.”

30+ Years of Advancing Projects,
Boosting Profits, and Cutting Costs

