



CASE STUDY - PROXIMA

2018

BETTER BUSINESS OUTCOMES USING A MODERN PROCUREMENT APPROACH



PREPARED AND PRESENTED BY
MERONIMI

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When you have delivered hundreds of millions of dollars in cost reduction, helped the world's largest corporations exceed their savings commitments, and you've been doing it for 20 years, you've learned a lot about procurement.

You know you need talented people and to ensure they succeed, you need to give them the best tools and information. That's why Proxima, a leading provider of procurement consulting services, uses IntelligenceHub from Meronimi.

Let's hear from Gareth Evans, CEO of Proxima "for procurement teams to make a respected contribution to the business, it's essential to have insightful conversations with stakeholders and to bring new ideas to the organization. That means being current. As a procurement consultancy, our people are at the top of their game in terms of category knowledge, market insight, supplier innovations, and supplier challenges.

For us, staying at the top, meant finding a way to feed our people with up to the minute information, and giving them a way to instantly dig deeper into important topics.

With the iHub, our people receive market and supplier updates straight into their inbox, and they can log in from anywhere to do more homework. They can even share the iHub dashboards live with our clients and provide evidence to support their ideas and recommendations."

**60% OF LEADERS ADMIT
THEY DON'T KNOW
ENOUGH ABOUT THEIR
KEY SUPPLIERS**

**44% OF LEADERS AGREE
WEAK SUPPLIER
INTELLIGENCE COSTS
COMMERCIAL LEVERAGE**



And what about Proxima's procurement specialists, the "Proximates"? We asked them what they found most useful...

finding insights

"...one of our FMCG clients needed to review the business process outsourcing market, specifically for finance and accounting. Using iHub, I was able to investigate the suppliers' latest innovations, understand current contracts, and find insight from existing customers. It really helped develop a perspective on which supplier would be a good fit for my client."

driving outcomes

"...when I'm headed into negotiations with a supplier, I can now check the latest market news and often I know more about what's going on at the supplier, than the supplier's own team. It gives me insight for the negotiation; for example, seeing investors talking about forecast earnings and the drivers behind it, let's me have a more in-depth financial conversation and drive a better outcome."

saving time

"...for me it's about saving time. The information I need on a supplier can be in so many different places, particularly when I'm leading a major RFP process and need the latest supplier information for internal stakeholder meetings. Having it all in one place saves time and let's me work on using the insights, rather than finding them."

building trust

"...I use the email alerts to frame stakeholder conversations and if it's a really critical update, for example some of the challenges we have been having with Capita [a UK outsourcing company in financial difficulty] then I send an immediate update. Being proactive with stakeholders increases their confidence in what we are doing and really builds trust."



Modern procurement means changing the conventional view of procurement from an administrative function, to a strategic driver of value. Having the right information at the right time is essential for Proxima and helps them deliver significant benefits for their clients. With IntelligenceHub, they have a modern way of gathering and analyzing the masses of data that exists on markets, categories, and suppliers, and then using it to assess, advise, negotiate, and manage suppliers. It means better business outcomes, a positive impact on business performance, and delighted stakeholders.

FIND OUT MORE ABOUT HOW INTELLIGENCEHUB CAN HELP YOU

JOIN OUR WEBINARS

For more information and senior networking, we invite you to join one of our informative webinars where we will demo all the key functionality of IntelligenceHub and exclusively preview new features. We will also present a lively facilitated conversation with prominent Chief Procurement Officers on the topic of the Supply Intelligence Gap and why closing it matters more than ever.

To register or for more information, just click...

