When a manufacturer wanted help to implement a strategic sourcing program

We developed initiatives to achieve approximately $40 million p.a. of savings and enhanced their internal sourcing capabilities

**The Challenge**
A global building materials manufacturer needed a fast cash release due to the Global Financial Crisis and, particularly, the downturn in the construction industry.

**How we helped?**
We conducted a spend diagnostic and a detailed sourcing category opportunity assessment across nine manufacturing sites in both Australia and New Zealand and identified a program delivering savings over multiple waves of strategic sourcing initiatives. The improvement program focused on the following sourcing categories:

- Treatment chemicals
- Distribution
- Maintenance Repair and Operations
- Engineering Contractor Services (ECS)
- Resins
- Packaging.

**Value delivered**
The program delivered over $40 million p.a. of savings across the categories above. Using cash released from the program, our client successfully built a broader enterprise-wide business improvement program.
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