

CUSTOMER CASE STUDY

OVERVIEW

Aerospace procurement and supply chain automation processes are often unique and complex within different business types and segments. Data-driven planning and strategy decisions in creating effective automated workflows typically span multiple functions, and 24/7 live data availability and time-bound synchronization of all activities are extremely critical.

Our customer came to us with a specific problem they needed to solve: Prioritize reducing costs and risks to meet all their procurement business operational needs. This customer reached out to Proponent because they were aware of the procurement solutions and large network of suppliers Proponent offered that could potentially create a simpler, guided buying experience.

CHALLENGE

Reduce procurement operating costs:

- Consolidate level of spending and realize a minimum savings of 2%

Increase procurement insights:

- Get alerted with accurate budget planned vs actual spending analysis
- Flexibility of any specific quantity purchases while remaining consistent and in complete control of delivery times

Improve procurement compliance satisfactions:

- Gain full control over all purchasing compliance requirements
- In-line with customer's policy and without overcomplicating any procedure

APPROACH

Proponent collaborated with our customer to develop a strong understanding of the multiple procurement models used for their priorities and business goals. By creating noncomplex rebate agreements cording with supplier agreements, tracking customer purchases against those agreements, and managing accruals and rebate analysis on time.

From there, we worked closely with our customer by sharing detailed data, researching insights, and developing better workflows utilizing Proponent's global procurement network for better cost control and a more efficient procurement process.

CONCLUSION

By utilizing much of the functionality in ProCart, Proponent has helped the customer find the right procurement strategy that allows them better supply chain visibility, procurement RFQ management, and automated historical data to build intelligent workflows. Thus, allowing them to reduce their costs by nearly 3 percent. Our customer's procurement business operations now have access to a global procurement network that is more agile, efficient, and better equipped to meet today's challenges.

With Proponent's industry leading procurement management solution, you can trust and simplify all your end-to-end business procurement requirements with Proponent ProCart as one single, integrated systematic solution ready for you at any time and from anywhere in the world.

RESULTS



Implemented Proponent ProCart:

- Simplified ordering process
- 100% real time procurement purchasing and historical data
- Visibility on all compliance requirements
- Shipment tracking



Improved Productivity and Efficiency:

- Reduced manual effort with replacement of ProCart leading to faster ordering and accuracy



Shared Live Data Resources:

- Shared resources as part of supplier collaboration to bridging the gaps in procurement and supply chain automation process with increased visibility across the entire procurement and RFQ cycle leading to better management of procurement cash flows and warehouse inventory levels



Proactive Compliance Solution:

- Organized day-to-day compliance procedures in real-time, which lowered risk management

