

**AUDIENCE:**

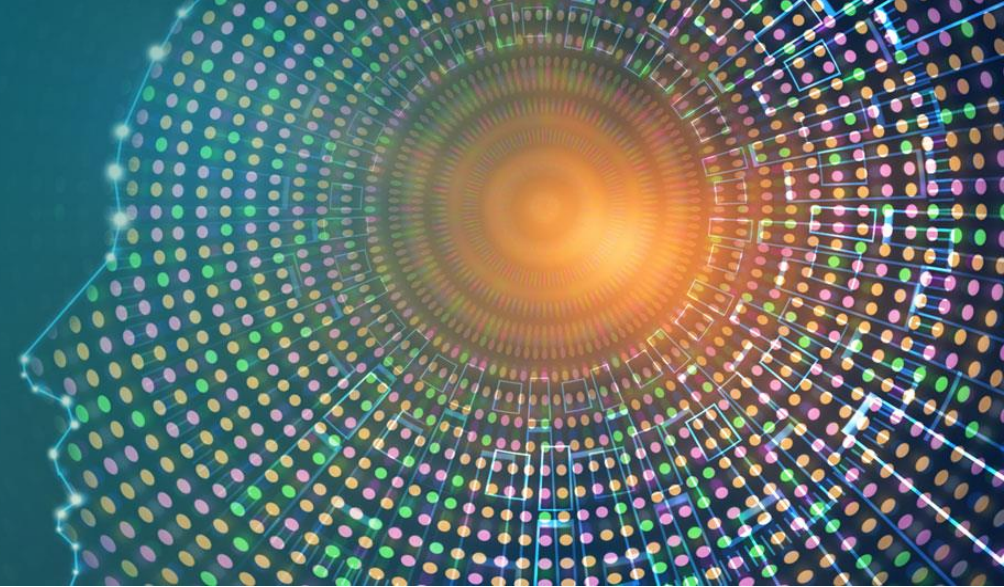
Medium to Large
Company, CFO & CPO

**INDUSTRY:**

Restaurant

Cost Reduction / Value Generation & Manage Indirect Spend In A Sustainable Way

COST SAVINGS SUCCESS STORY



CLIENT PROFILE

Nation's Largest
Chain of
Quick Serve
Restaurants

OPPORTUNITY

The new head of Supply Chain needed assistance quantifying the total indirect spend, identifying opportunities for cost reduction and developing the business case for centralizing the management of indirect spend.

Desired Outcome

Quantify the value of Indirect Spend by spend category and business segment (Corporate, Company Store, Franchise Store). Identify and prioritize opportunity for cost reduction/value generation by leveraging spend. Define the organization and infrastructure required to manage indirect spend in a sustainable way.

CUSTOM SOLUTION

Spend Analysis

- Analyzed AP spend data for Corporate and company operated stores.
- Segmented spend by supplier and spend category.
- Reviewed key contracts to evaluate pricing, contract scope, T&Cs.

Organizational Assessment

- Determined the organizational capabilities.
- Developed an organizational design to sustain the solution.

Opportunity Assessment

- Identified opportunities to reduce costs and improve supplier performance.
- Developed sourcing strategies to achieve cost reduction.
- Prioritized opportunities by value, impact and ease of implementation.



IMPACTFUL RESULTS

- **\$17 Million in savings opportunities identified**
- **Developed a business case and strategic roadmap for standing up an Indirect Procurement organization for sustainable spend management.**
- **6 week project, at a cost of \$50,000**

