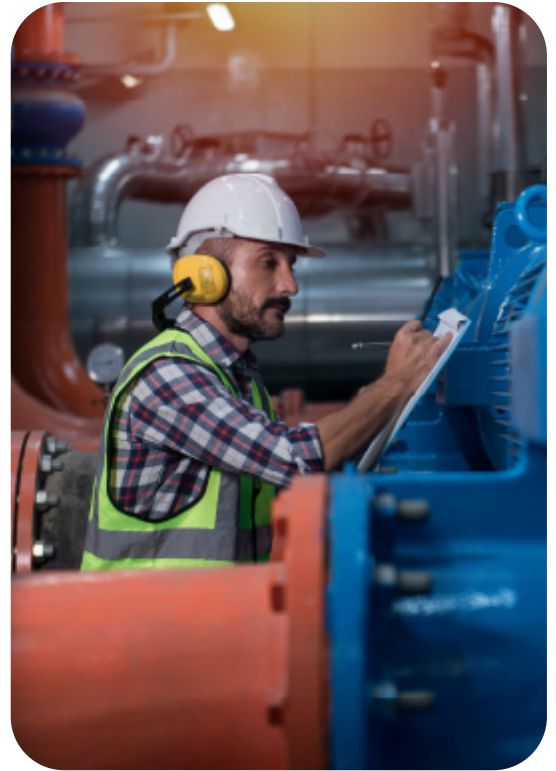


Customer Use Case: Indirects – Maintenance, Repair, Operations

▲ Challenge:

Some companies tend to overlook the significance of their indirect spends on their overall business. But for one customer with several processing plants, the sourcing of Maintenance, Repair, Operations (MRO) parts such as motors, chains, bearings, and tools is of huge importance to keep global operations running smoothly.

Their MRO sourcing is complex and highly competitive due to the number of SKUs, allocations, and multiple rounds of negotiation required in each event. The customer also desired supplier feedback built into the tool.



💡 Solution:

Having already successfully implemented sourcing optimization in several other of their complex spend categories, the customer broadened their application of Keelvar's Sourcing Optimizer tool to MRO in order to assess if increasing competition could drive tangible and sustainable savings while preventing value leakage.

📈 Results:

Thanks to Keelvar's comprehensive, easy to navigate interface and traffic-light feedback on supplier bids, the customer has been able to extract more category insights and savings during multiple rounds of negotiation for their MRO spends.



Results in these events:

- Savings accrued of around **6%** for MRO
- **Centralized** category data and **consolidated** supplier information internally
- Stronger **supplier performance** guided by easy to submit feedback
- Improved **price negotiations** across multi-round events

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