

# THE PATH TO GREATNESS – DRIVING A SUCCESSFUL TRANSFORMATION ACROSS GLOBAL PROCUREMENT & SUPPLY CHAIN

“ Ivalua has enabled our transformation journey effectively, making Procurement more agile and digital. It really began with a focus on suppliers and clean supplier master data to make better decisions. Resolving this empowered efficiency, visibility and much more value creation for the business. »



**Cyrille Naux**  
Executive VP of Purchasing  
and Supply Chain  
Chassis Brakes

## OBJECTIVES

- ✓ Supplier focus: Supplier rationalization, more strategic partnerships and enable more global coverage by suppliers.
- ✓ Clean and centralize supplier master data and monitor supplier performance.
- ✓ Drastically increase PO coverage and get better visibility into contracts.
- ✓ Digitization and standardization of core processes (including PR/PO, RFQ, Contracts, Catalogs) for direct and indirect spend.
- ✓ Establish and track common Procurement KPIs.

## CHALLENGE

- ✓ Corrupt supplier master data and way too many suppliers (12,000+) across multiple SAP ERP instances.
- ✓ Poor visibility into indirect spend - Very low PO coverage (30%) and less than 25% of spend known.
- ✓ Regionally driven organization with little visibility globally.
- ✓ Procurement contracts stored locally making it difficult to view and search.
- ✓ Lack of consistent PR/PO processes for Indirect & Direct spend, manual and paper-based processes.
- ✓ Global commodity managers had little control and visibility of supplier strategy.

## BENEFITS

- 0.5%** savings on direct spend
- ~10%** savings on indirect spend
- Reduction in supplier base by over 50%
- 99%** PO coverage
- 98%** spend analyzed
- 25 interfaces between Ivalua and SAP
- 100% Procurement contract visibility
- Mobile PR/PO approvals

## SOLUTIONS SELECTED



Supplier  
Management



Sourcing



Contract  
Management



Procurement



Invoicing



Strategy &  
Analytics

### EMPOWERED

- ✓ Better knowledge of Chassis Brakes suppliers, spend & more leverage for negotiation.
- ✓ Full "digital" coverage of the purchasing value chain.
- ✓ Strong communication and collaboration with our suppliers.
- ✓ Faster speed of execution of procurement, generating value faster for stakeholders.
- ✓ Reliable and complete supplier master database to empower better decision making:
  - Single source of truth across the enterprise.
  - Simple and cost-effective IT strategy with lower operational costs.
  - Easy, seamless integration with all SAP ERP instances.
  - Accelerated on-boarding and change management.
- ✓ Complete global visibility for Commodity Managers into the supply base and sourcing processes with accurate category management and supplier hierarchy.
- ✓ Centralized contract repository providing procurement with one source of truth for agreements.
- ✓ Standardized PR / PO processes for Indirect & Direct spend.
  - GL & WBS SAP integrations to manage complex global and local tax and regulatory requirements (e.g. Brazil).
  - Ability to manage complex PR/PO workflows for Capex/services and multiple GL accounts.

### ABOUT THE CUSTOMER

Chassis Brakes International produces disc brakes, drum brakes and electro-mechanical parking brakes and rotors for passenger cars and light commercial vehicles. The company benefits from expertise gained through more than 90 years in the foundation brakes industry under a variety of banners. Since June 2012, the group has been part of KPS Capital Partners, LP portfolio companies. The company has a global footprint with operations in Europe, Asia, India, South Africa and the Americas.

- ✓ 937M Euro in FY 2018 revenue.
- ✓ Employs 5,500 people in 16 countries at 12 manufacturing sites and 11 engineering centers or sales offices.
- ✓ Headquartered in Eindhoven, Netherlands.

More information is available at [www.chassisbrakes.com](http://www.chassisbrakes.com)



THE PROCUREMENT EMPOWERMENT PLATFORM  
REALIZE THE POSSIBILITIES

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