

# Procuring business software for a billion-dollar food company

Saving over a million dollars while negotiating the purchase of a specialized sales and operation planning software



A Global Food and Beverages multinational corporation headquartered in the US. The company is the largest producer of fruit and vegetables in the world, who manufactures over 300 products in 90 countries. Food items as bananas, pineapples, grapes, strawberries, salads, and other fresh and frozen fruits and juices. It also has its own shipping line & Ocean Cargo Express..

## The Objective

- To set up a supply chain control tower to improve supply chain planning capabilities - deployment of demand forecasting, integrated business planning, S&OP and Control Tower across NA, Europe & Asia.

## The Approach:

- New supplier identification based on scope of work
- Multiple round of RFP's o Supplier-wise customized product demos on customer data set
- Supplier evaluation through internal surveys
- Competitive bidding through auction

### COMPANY:

**Multinational Food and Beverages company**

### INDUSTRY:

**F&B**

### TURNOVER:

**\$4.5 billion**

## The Key Benefits:

- 4 new solution providers introduced
- 33% savings (\$1.5M from incumbent solution provider)
- Price reduction of 20- 50% across all suppliers
- Extended payment terms of 120 days