

BRITISH COLUMBIA LOTTERY CORPORATION BETS ON IVALUA

When an audit uncovered rapidly increasing costs and flat revenues, the British Columbia Lottery Corporation (BCLC) brought in the procurement professionals to drive an enterprise-wide contracting improvement and cost-cutting effort.

Who did they bring in? Ivalua.



CUSTOMER

British Columbia Lottery Corporation

PROBLEM

An urgent need for greater spend controls and visibility that current systems could not provide.

SOLUTION

Ivalua Supplier Performance Management, Contracts & Catalogs

RESULTS

Increased speed and management visibility into contracts while enforcing strict controls and multiple levels of authorization.

SCRUTINY IN THE PUBLIC SECTOR

When an organization operates at the intersection of government and gaming, regulations are a fact of life. For BCLC, maintaining a sterling reputation is also critical. BCLC determined a need to end manual processes that limited the visibility of approval status for contracts and vendors.

CRITICAL COMPLIANCE

Managing risk and strengthening privacy and protection requirements were key factors in choosing Ivalua to help improve and automate BCLC's contracting processes. Previous systems were unable to provide sufficient reporting against contracts. Ivalua's integrated suite of solutions provided an ideal foundation upon which to manage supplier performance as well as improve visibility and control over contracts.

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FAIL-PROOF SYSTEM

Like many organizations, BCLC had limited resources to tackle their ambitious goals. Selecting, implementing and configuring a new technology that would roll out to all suppliers required an organized and efficient approach. Ivalua's cloud-based system supported this strategy, and enabled a small team to make the necessary improvements.

Careful trade-offs were considered throughout the implementation. Bottom-line savings were scrutinized alongside impact to revenues and overall risks to the business.

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SUMMARY

Responding quickly to needs for change can be a challenge for any organization. Faced with a need to re-engineer and re-imagine critical contracting processes, BCLC's procurement team quickly chose Ivalua as a foundation for widespread automation and process improvement. A combination of quick wins, increased visibility and thoughtful deployment of new technology secured both trust and enthusiasm for continued success.



**SUPPLIER RELATIONSHIP
MANAGEMENT**



CONTRACTS & CATALOGS



**PURCHASING
INTELLIGENCE**

SOME CUSTOMERS



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