

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 International

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.

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.
 - ✓ Ability to manage complex PR/PO workflows for Capex/services and multiple GL accounts.

ABOUT CHASSIS BRAKES

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



THE PROCUREMENT EMPOWERMENT PLATFORM
REALIZE THE POSSIBILITIES

+1 (650) 815-7201

info@ivalua.com

USA Canada Brazil France UK Germany Italy Singapore India Australia