

DEVELOPING A WORLD CLASS PROCUREMENT ORGANIZATION TO CREATE SUSTAINABLE VALUE

“ With Ivalua, we realized tremendous speed-to-value and benefit from a simpler and more focused source-to-contract solution. We have already achieved 10x ROI in a very short time.



Arindam SENGUPTA
Global VP Strategic Sourcing & Procurement
Dole

OBJECTIVES

- ✓ Manage commodity cycles and create resilience by implementing global category strategies
- ✓ Need case to reinvest in growth and brand
- ✓ Leverage scale across all manufacturing unit globally
- ✓ Drive sustainability and innovation by leveraging supplier capabilities
- ✓ Improve compliance and introduce streamlined and standardized sourcing, contracting, and procurement processes
- ✓ Rationalize the supply base and institute global supplier performance management

CHALLENGE

- ✓ Decentralized and siloed procurement organizations across sites and business units, with limited visibility into procurement
- ✓ 80% of spend was single sourced
- ✓ Lack of effective category sourcing strategies
- ✓ Contracts often failed to document prices, leading to non-compliance and lost opportunities to reduce spend
- ✓ Absence of tools tracking contract expirations and renewal opportunities
- ✓ No centralized supplier management

BENEFITS

10X

ROI with Ivalua – just on direct spend

12%

Savings achieved in year 1

5-6%

Saved on total spend during the first year

UP TO 25%

Savings achieved with some e-auctions



Analytics in single tool to drive decisions

SOLUTIONS SELECTED



Supplier
Management



e-Sourcing



Contract
Management



Procurement



Invoicing



Strategy &
Analytics

EMPOWERED

- ✓ Successfully addressed direct spend, making an immediate impact to P&L
- ✓ Visibility, reporting and analytics available to senior management and procurement with one single platform across our entire organization
- ✓ Improved compliance and streamlined contracting process with standardized contract templates and with approval workflows
- ✓ Streamlined and efficient procurement processes & reduced sourcing cycle time and improved project visibility
- ✓ Standardized category strategies, freeing up resources for value-adding activities
- ✓ Implemented strategic supplier performance management to enable continuous improvement and drive innovation throughout the supply chain

ABOUT DOLE

Dole Asia Holdings Pte. Ltd., Headquartered in Singapore, is the global operating headquarters of the Dole Group of companies owned by ITOCHU Corporation. Dole is one of the world's largest producers and marketers of high-quality fresh fruit and fresh vegetables. Dole produces and markets a worldwide line of packaged and frozen foods. The Company does business in more than 70 countries and employs, on average, 20,000 full-time, regular employees and 7,000 full-time seasonal or temporary employees, worldwide.

- ✓ Approximately \$2.5 Billion in annual revenue
- ✓ Founded in Hawaii in 1851
- ✓ Headquartered in Singapore



THE PROCUREMENT EMPOWERMENT PLATFORM
REALIZE THE POSSIBILITIES

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