

## **We helped to renegotiate the contract for office supplies and electrical repair services through category intelligence**

### **About the client**

A UK-based corporation that specializes in producing goods for home requirements, ranging from cleaning agents to personal hygiene products

### **Client situation**

The procurement team of the client, dealing with category intelligence faced a huge volume of suppliers, categories, and spending, which made it difficult to focus on strategic activities. The team was always overloaded with urgent but unimportant tasks, preventing them from prioritizing crucial activities

### **Our Solution**

Our service offering mentioned below focused on category intelligence as a core component to help clients achieve their KRA:

- Analyzing the demand and supply market by Porter's 5 force model and other drivers
- Prices were studied, tracked, and then forecasted
- Identified major players and profiles
- A negotiation strategy was made by analyzing prices
- Proactively tracked the developments in crucial categories
- Category dashboards prepared with a comprehensive view and impacting factors

### **Outcomes**

Contract renegotiation of office supplies and electrical repair services through category intelligence helped in saving 10% of the costs

