



Strategic Sourcing and Procurement Support

THE CLIENT

As a Fortune 500 client, this multinational telecommunications company currently employs approximately 40K employees. Located throughout the United States, Mexico, Brazil, China, and India this large communications company manufactures and produces cellphones which run on an android platform.

BUSINESS CHALLENGE

The client experienced challenges due to their decentralized operations and non-standardized processes.

As a result, the client encountered long turnaround timeframes. In addition, the client perpetuated an irregular buying pattern which generated inconsistent reporting and a lack of internal tracking capabilities. More than this, the client struggled in back-filling key sourcing and procurement positions while suffering from a lack of vendor consolidation.

THE RESULTS



**Achieved 60% reduction in
turnaround time for processing
Purchase Requisition requests**



**Vendor setup and turnaround
increased by 30%**



**Reduced vendor information
dependency by 60%**



**20% improvement in help desk ticket
resolution time**

HOW CORBUS HELPED

- » **Defined** a standardized and centralized procurement process
- » **Achieved** efficiency and effectiveness through centralization, standardization, and spend management capabilities while tracking key savings metrics
- » **Established** a fast and flexible resource deployment model to align with the client's business objectives
- » **Provided** onsite sourcing experts to ensure seamless delivery
- » **Improved** the productivity and order processing of internal operations
- » **Assisted** in transforming the organization's culture and internal processes
- » **Accelerated** vendor deployment
- » **Decreased** turnaround time for the procurement processes including: Purchase Requisition (PR) to Purchase Order (PO) conversion rates
- » **Applied** metrics-based and standardized reporting tools
- » **Enhanced** operational transparency and controls
- » **Enabled** the client to focus on more strategic priorities which resulted in an improved customer experience
- » **Enforced** uniform adoption and compliance across many geographies and provided training in multiple languages



“The Corbus team did a very good job at the beginning of the relationship. They were flexible and their project management skills worked well with the transition.”

-Chief Procurement Officer