



marketdojo

How to overcome procurement challenges with the use of technology



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Today's hosts



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Who is Market Dojo?



Market Dojo

Our on-demand
eSourcing tool



SIM Dojo

Supplier
onboarding portal



SRM Dojo

Supplier relationship
management



Contract Dojo

Contract management
platform



Category Dojo

Opportunity assessment
solution



Innovation Dojo

Two-way collaboration
platform

We provide on-demand solutions to help procurement professionals collect information and negotiate with their suppliers more effectively.



Market Dojo - eSourcing



Save Time

On average 40% less time formatting responses and gathering information



Save Costs

By easily increasing competition and online negotiation events



Engage Stakeholders

Easily allow stakeholders access and feel involved in the procurement process



Easy Analytics

Produce simple and complex reports and export results from the tool.



Beavis Consulting



Professional Background

- Corporate side & consulting
- Sourcing practice
- Private equity & mid market







Clients usually have two needs:

- Drive savings
- Implement better process



Common characteristics

-  Limited communication and integration across BU's - limited visibility
-  Cross functional teams are rare
-  Transactional purchasing but not sourcing
-  Lack of process



Typical project

2 week diagnostic

- Spend cube
- Identify opportunities by category and process improvements
- Recommend Market Dojo as a key implementation tool - inexpensive, low risk

Implementation

- Stepping into the unknown with 4-8 categories



How you can benefit from technology

- Models good process
- Good process drives results
 - 7-step process
 - Documentation and visibility
- 3-4 month licenses for active sourcing users
- Another 8 to 12 accounts set up for senior leadership, functional leaders
- Market Dojo becomes a 'leave-behind' tool for the client



Approach

- Act as a category leader
 - Lead the analysis
 - Coordinate strategy development
 - Populate RFX templates
 - Write and release the event
 - Make the bid tabs
 - Coordinate the award decision
- Second track of infrastructure and policy
 - Once the process is demonstrated in the pilot categories, work on 'across the board' policy and infrastructure improvements - influencing the internal decision makers



Case Study

Multi-Plant North American Division of a Global Manufacturing Client

- **Situation:**
 - No central sourcing infrastructure, local transactional purchasing
 - Plants were buying the same categories but with no coordination or contracts
 - Project was initiated by the global HQ
 - Local belief was that there was no opportunity
- **Scope:**
 - Following a 3 week diagnostic, identified 8 target categories to “prove the strategic sourcing concept” over a 10-week project
 - Pallets, strapping & stretch wrap, polybags & sheeting were 3 key packaging categories
 - Incumbents were primarily distributors supplying multiple plants on a “spot” basis
 - Wood, polyethylene, and polypropylene had all declined in price over the previous 48 months but that had not been reflected in our pricing
- **Results**
 - Pallets - 7 region RFQ generated ~28% cost down - reduced supplier count by 50%
 - Stretch Wrap - national RFQ with incumbents and key manufacturers ~49% cost down
 - Polybags & sheeting - ~47% cost down
 - Savings were pre-VA/VE activities



Questions?





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Thanks for watching

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