

Creating spend visibility for a trailer manufacturer

Client Spotlight



Situation

A vertically integrated trailer company operates from sourcing raw materials, building trailers, and then selling and service those trailers from retail branches.

While there was a wealth of data available, it was not easily usable for a procurement team to go to market. Items were not fully attributed, categories were not mapped, and there was a long 'tail' of other items.



Solution

We built a spend visibility solution to enable faster and more effective procurement. This included:

- Extract data from ERP
- Create procurement categories aligned with sourcing strategies
- Cleanse and enrich purchase data to allow visibility into item level demand, pricing and historical vendors
- Create necessary outputs to take large baskets of spend to market for RFP. This includes items, demand, variability, last price paid, and more.



Results

Provided the foundational data for a large round of strategic sourcing: saved \$19M (25%) in tires, axles, lumber, and metal. Cut office supplies by 18% (~\$200K) by joint-negotiating with Amazon and Office Depot. Cut decal costs by \$150K (46%) and LED costs by \$200K (20%) by changing product requirements to meet specifications without being over-engineered.

The system also enable future RFP's to be run quickly and effectively, as well as monitors pricing and contract compliance in real-time.



A leading manufacturer and retailer of high-quality trailers, offering a wide range of durable and customizable products for personal, business, and recreational use. Known for exceptional craftsmanship, nationwide service centers, and a commitment to customer satisfaction.

Tags: Manufacturer, procurement, sourcing, spend visibility

Date modified: 1/14/2025 12:24 PM