

DEXTER



UK Publishing

Supporting an existing procurement team

CASE STUDY

The Business

A media company formed from the combined assets of several publishing businesses with a circulation of c2.6m and a revenue of £100m pa



The Challenge

An existing small procurement department who were struggling to meet the business demands and maximise the savings, consolidation, and improvement opportunities.



The Solution

Service augmentation to provide additional support, expertise, and skills to identify savings, agree them with the leadership and deliver the agreed results.



The Results

Dexter achieved savings of £350k over 9 months, and helped the customer consolidate services, reduce complexity, and reduce costs to provide revenue to fund future projects and improvements. The project ROI was achieved in just 3 months.



Adding Value, Saving Money, Speeding Results

A leading UK media and publishing house with revenues of more than £100m pa, reached out to Dexter for support in their procurement team. The team was functioning, but limited resource availability and expertise in the team resulted in a bottleneck with projects stacking up. The CFO expressed a desire to overhaul all third party spend.

Dexter worked with the business to perform detailed analysis on spend and contracts to find suitable projects. 18 projects were identified that would deliver savings, efficiencies and/or more value for money and improved quality of service.

These included procurement negotiations to achieve cost savings, supplier consolidations, and opportunities to simplify the business increase efficiency or improve quality. The ultimate aim was to release funds to invest in business growth.

12 projects were shown to deliver the most value from Dexter in the most effective timescale. A low fixed cost plus gain share commercial arrangement was agreed to deliver these opportunities. Gainshare (share of savings) was only applicable once Dexter's fixed cost was earned back resulting in a cost neutral engagement.

Dexter's cost was repaid within 3 months. Savings were achieved by running RFP's, negotiating with existing suppliers, and finding and negotiating new solutions to add value.



Number of projects run



Months to achieve ROI!



Saving achieved in just 9 months!

Contact: Fre Rammeloo
Email: fre.rammeloo@dexterlbs.us
Phone: +1 (407) 978 9090
Web: www.dexterlbs.us