

Case Study: Glanbia Source to Pay Transformation

Company Overview

Glanbia PLC is a global nutrition group, grounded in nature and science, and dedicated to providing better nutrition for every step of life's journey. They take pure and clean ingredients including milk, whey and grains, and use expert knowledge and capabilities to produce high-quality nutritional ingredients and branded consumer products for their customers and consumers worldwide. Glanbia employs over 6,000 people across 32 countries and their products are sold or distributed in over 130 countries, producing an annual turnover of €3.6 billion.

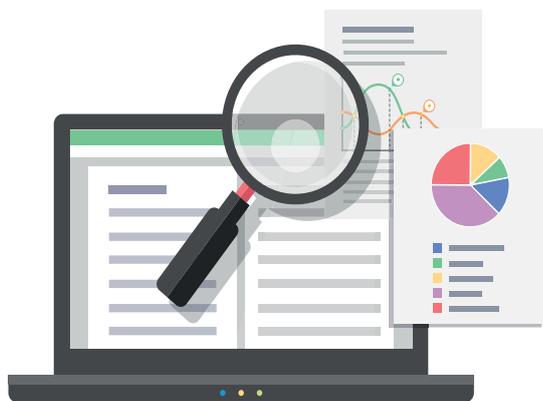
Their major production facilities are located in Ireland, UK, USA, Germany and China.

Project context and objectives

Glanbia were seeking ways in which to improve efficiency, remove any unnecessary reliance on human resources and improve the efficacy of IT systems where possible. One such area for improvement was identified as the purchasing and accounts payable functions. In its drive to create a world-class purchasing function, with the goal of managing supplier performance and relationships, and increasing addressable spend and purchasing savings to best in class levels, Glanbia identified a need for cutting edge systems and processes to assist us in meeting these goals.



The system Glanbia have implemented has enabled them to better manage supplier performance and the total 3rd party spend in a very robust manner. This has empowered their purchasing team to make strategic decisions quickly, and speed up the end to end purchasing process. Glanbia were finally able to have intuitive and user-friendly systems which would ensure early adoption by all business users. The systems were designed to enable internal and external stakeholders, as well as the purchasing and accounts payable functions, to better make use of the human resources at hand. This was achieved by redirecting scarce resources to more value-added activities from current labour intensive and suboptimal processes.



Business Outcomes and Benefits

The business case was based on the following value drivers:

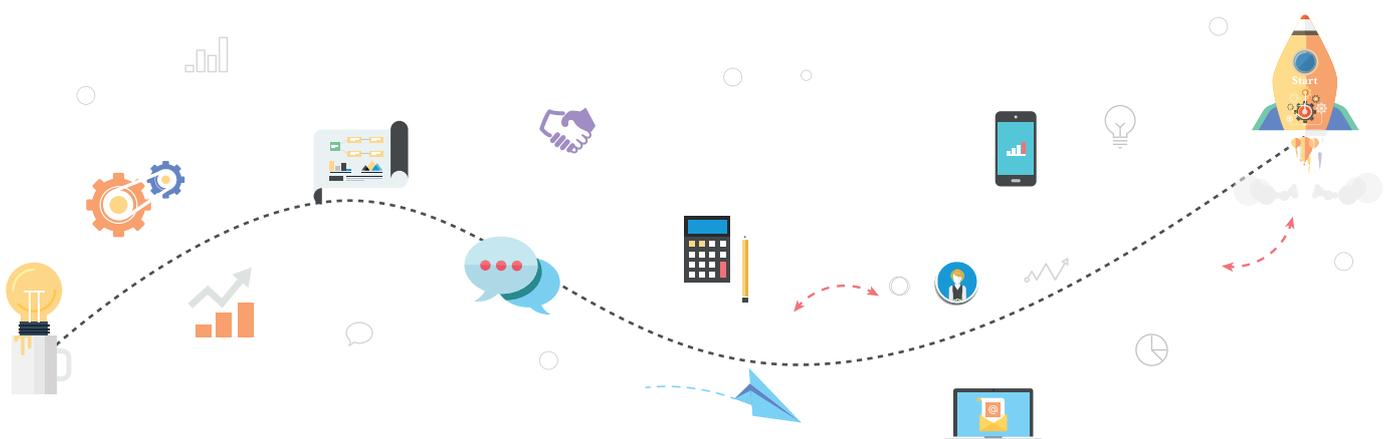
- **Supplier performance management:** Could Glanbia measure suppliers' performance accurately and how would that generate savings/value to the organisation?
- **Supplier relationship:** Could Glanbia reduce costs and add value (e.g. certification moving to "supplier self-service")?
- **Spend under management:** Could Glanbia associate all of their spend, with contractual or negotiated terms?
- **Cycle time reduction:** Could Glanbia reduce cycle times based on the systems at our disposal?
- **Maverick Spend item:** Could Glanbia bring maverick spend under management?
- **e-Invoicing:** Would it be possible to increase AP automation and in turn drive cost reduction?

Benefits already delivered:

1. Streamlines the source to pay process, to enable
2. Glanbia to make preferred suppliers and contracts available to end users, to ensure they always purchase at the agreed contracted price.



3. User friendly and intuitive solutions increasing adoption, reducing maverick spend and making procurement more efficient.
4. Mobile applications to make approvals simpler and quicker.
5. More effective catalogues and preferred supplier lists guiding the user to the right suppliers at the right price and enabling increased compliance to discounted prices.
6. Supplier self-service with workflow approval and automated alerts to reduce time and avoid delays including supplier certification, performance and quality management.
7. Automation of the accounts payable process improving zero touch invoice volumes.



Call us:

EMEA: +44 (0) 333 444 1410 US: +1 (917) 909 2002 APAC: +61 1300 777 266
Email: info@excelerateds2p.com Website: www.excelerateds2p.com

