

AP PROFIT RECOVERY

PRGX Case Study: Machinery and Equipment Manufacturer

CHALLENGE

- ◆ Long-term client is in the process of an end-to-end source-to-pay (S2P) optimization effort, including the implementation of a platform that will link contracting, requisition, purchase order and payments:
- ◆ Client desires deeper insights and root cause analysis to improve internal processes
- ◆ Looking for ways to improve an already high performing audit

SOLUTION

- ◆ Long term relationship drove a deep understanding of operations, processes, and culture
- ◆ Well established audit procedures impacted efficiencies
 - ◆ Self sufficient data extraction process
 - ◆ Streamlined bi-weekly management meetings
 - ◆ Documented methodical claims and escalation process
- ◆ Developed customized reporting to provide additional insights to address process risks in multiple areas, most notably with the warranty and returns
- ◆ Expanded audit to cover select rebates for additional recoveries and plan to launch European audit

OTHER RESULTS

- ◆ Identified and aided in process efficiencies by providing
 - ◆ Year Over Year Recovery Trends by Root Cause Category
 - ◆ Root Cause Benchmarks for Evaluation
 - ◆ Process observation and insights
 - ◆ Best practice guidelines for improvement

Recovery Savings

> \$20M

Recovery Root
Cause Analysis by
Type and Business
Unit

