

MARGIN INSIGHT

PRGX Case Study: M&A Synergy Support + Spend Visibility

GLOBAL
OFFICE
SUPPLIES
RETAILER

BACKGROUND & CHALLENGES

- ❖ Global \$10B in spend company acquired a peer entity, and had operations across the US, Canada, and Europe
- ❖ The client sought to track True Net Margin synergies goals from the acquisition, as well as attain visibility into Indirect Spend across entities, regions, and ERP's

APPROACH

DATA AGGREGATION



Acquired and validated >80 data tables from SAP, Oracle systems, via PRGX data acquisition processes in US, Canada, and Europe

DATA NORMALIZATION



Vendor data cleansing and exact or equivalent supplier matching

DATA CLASSIFICATION



Classified all data to client taxonomy, including direct and indirect spend, and calculated and tracked synergies margin across entities

DATA VISUALIZATION



Delivery via SAAS tools, refreshed monthly – with views by category, region, banner and supplier – drillable to transactional levels

RESULTS

PRGX's M&A Synergy Support and Spend Visibility services provided client with new levels of spend visibility and insights which resulted in:

>\$150M Synergies gains tracked, from acquisition

>2% Overall annual spend reduction (\$90M)

19-23% Store Supplies & Telecom spend reduction

