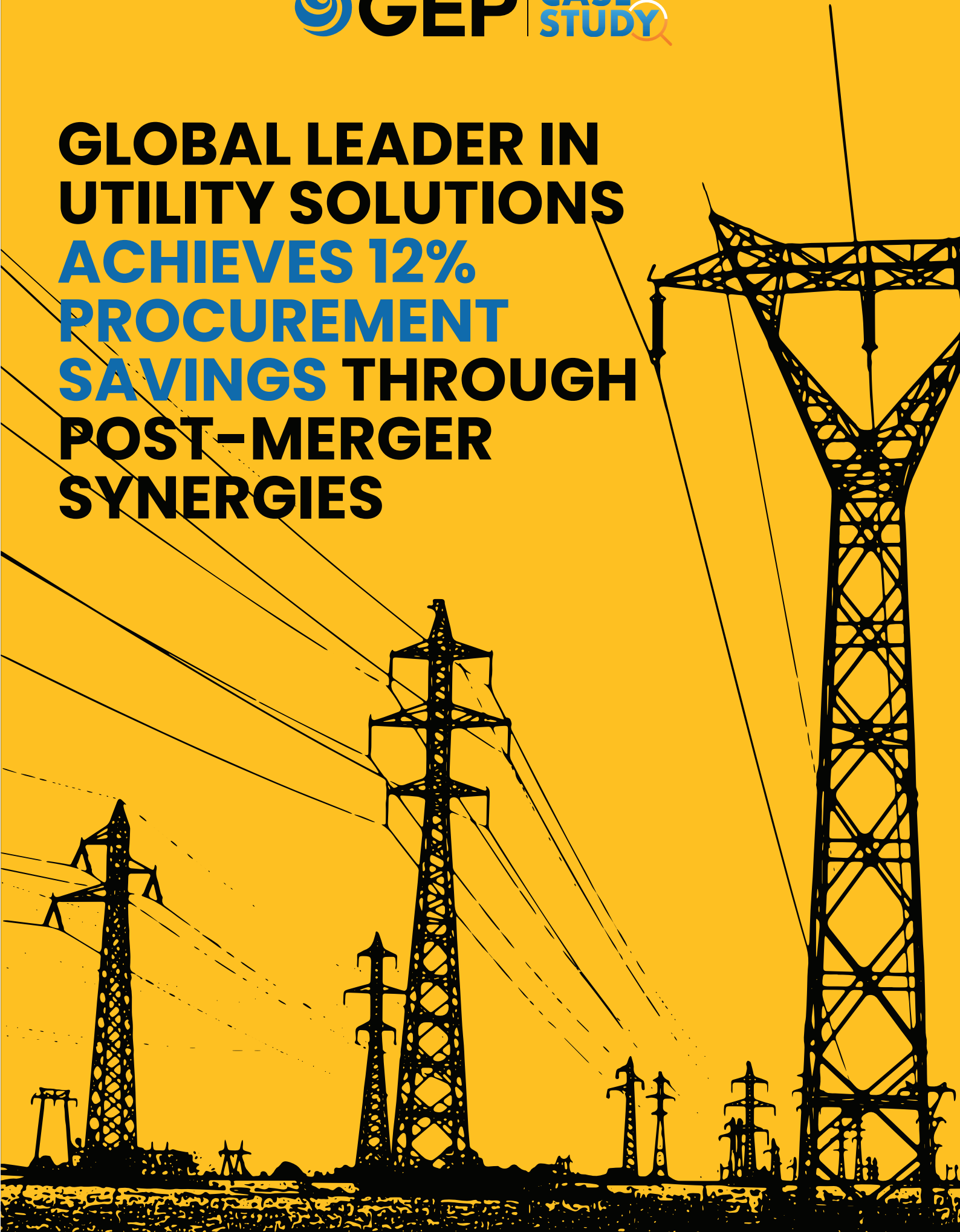


**GLOBAL LEADER IN
UTILITY SOLUTIONS
ACHIEVES 12%
PROCUREMENT
SAVINGS THROUGH
POST-MERGER
SYNERGIES**



After a merger, a leading utility solutions company found itself grappling with decentralized procurement processes and no clear strategy to manage synergies across \$1.8 billion in spend. It turned to GEP for help to design a future-state operating model for its source-to-pay (S2P) processes. The company unlocked 12% in annual savings while positioning itself for an impressive 8-10x ROI.

OBJECTIVES

- Build a future-state procurement operating model across the two merged organizations
- Optimize \$1.8 billion of spend (direct and indirect) across multiple business units
- Develop an actionable project plan to manage post-merger synergies and realize annual savings
- Establish a robust procurement governance model to boost accountability

APPROACH

- Analyzed full-time equivalent (FTE) requirements, processes and suppliers
- Studied current state, performed gap analysis and recommended future-state operating model with best-in-class practices
- Designed a roadmap and implementation plan to standardize S2P processes
- Conducted opportunity assessment by analyzing spend, contracts and benchmarking to identify savings opportunities
- Established a third-party spend baseline to standardize taxonomy and contract analysis criteria
- Executed change management assessment to identify and mitigate potential challenges
- Developed a comprehensive CPO KPI dashboard

RESULTS

- Achieved 12% annual savings on addressable spend
- Streamlined operations with standard processes, boosting efficiency and mitigating risks
- Calculated 8-10x ROI based on proposed synergy implementation plan
- Created a clear procurement governance model, increasing accountability across business units
- Gave CPO greater visibility to track performance, ensure alignment and enable data-driven decisions

TACKLING POST-MERGER CHALLENGES

Following a merger, a global utility solutions provider found itself grappling with an array of procurement challenges that impacted operational efficiency.

With over \$1.8 billion in spend across multiple business units, each managing procurement in its own way, the company faced the daunting task of consolidating its operations. There was no cohesive strategy to manage synergies and increase savings. The need to streamline processes and realize post-merger benefits was urgent. It required a partner with the expertise to guide this transformation and unlock synergies. That's where GEP entered the picture.

GEP then established a third-party spend baseline, enabling the company to develop a unified taxonomy and establish common criteria for contract analysis. A comprehensive analysis of spend and contracts was carried out to identify critical cost drivers and savings opportunities. This groundwork set the stage for greater transparency and more consistent procurement practices. Clear roles and responsibilities were defined in the procurement governance model, ensuring greater accountability across business units.

Implementing new processes successfully requires buy-in from stakeholders at all levels. To ensure a smooth transition, a change management assessment was conducted to identify and proactively mitigate potential challenges, fostering alignment and facilitating smoother adoption of the new processes.

To monitor progress and ensure alignment, GEP also developed a key performance indicator (KPI) dashboard for the CPO for greater visibility and easier tracking of procurement activities.

BUILDING A STRATEGIC FRAMEWORK FOR SUCCESS

GEP began with a thorough analysis of existing procurement processes, workflows, suppliers and FTE needs.

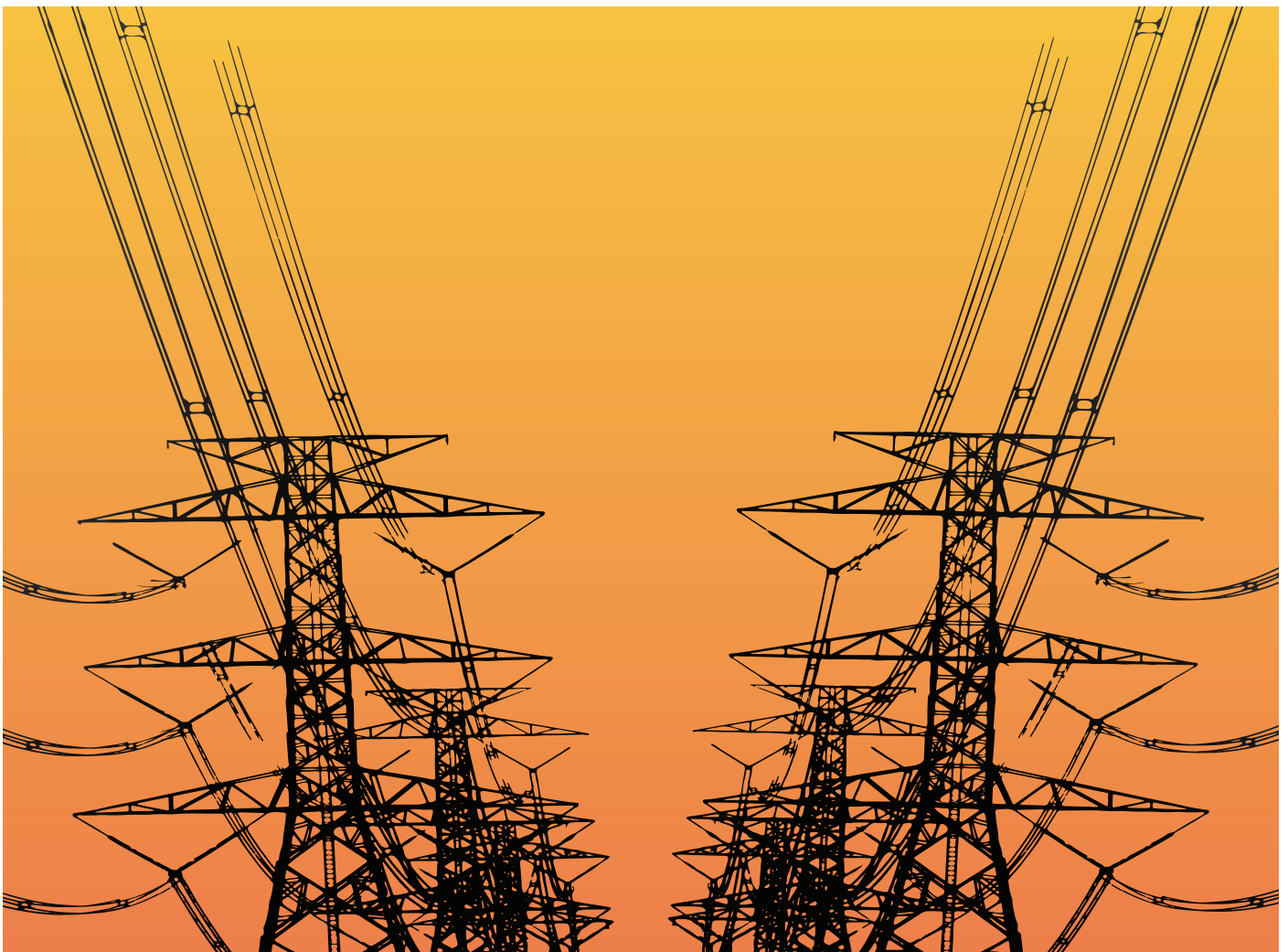
This review revealed significant inefficiencies and opportunities for improvement. Utilizing these insights, GEP designed a new operating model and a detailed roadmap and implementation plan that would standardize S2P processes and align them with the company's strategic goals.

SIGNIFICANT GAINS IN EFFICIENCY AND COST SAVINGS

The partnership yielded impressive results by streamlining processes, boosting performance and reducing risks. The Fortune Global 500 firm realized 12% annual savings on addressable spend, underscoring the effectiveness of standardizing S2P processes. GEP's synergy implementation plan is being implemented and is expected to deliver 8-10x ROI. The establishment of a clear procurement governance model and the KPI dashboard have improved accountability and productivity. The visibility the

dashboard offers has empowered leadership with real-time insights that enable proactive and informed decision-making.

The collaboration with GEP has not only addressed immediate procurement inefficiencies but paved the way for sustainable long-term operational success, enabling the organization to harness post-merger synergies effectively.





GEP® delivers AI-powered procurement and supply chain solutions that help global enterprises become more agile and resilient, operate more efficiently and effectively, gain competitive advantage, boost profitability and increase shareholder value.

Fresh thinking, innovative products, unrivaled domain expertise, smart, passionate people — this is how GEP SOFTWARE™, GEP STRATEGY™ and GEP MANAGED SERVICES™ together deliver procurement and supply chain solutions of unprecedented scale, power and effectiveness. Our customers are the world's best companies, including more than 1,000 Fortune 500 and Global 2000 industry leaders who rely on GEP to meet ambitious strategic, financial and operational goals.

A leader in multiple Gartner Magic Quadrants, GEP's cloud-native software and digital business platforms consistently win awards and recognition from industry analysts, research firms and media outlets, including Gartner, Forrester, IDC, ISG, and Spend Matters.

GEP is also regularly ranked a top procurement and supply chain consulting and strategy firm, and a leading managed services provider by ALM, Everest Group, NelsonHall, IDC, ISG and HFS, among others. Headquartered in Clark, New Jersey, GEP has offices and operations centers across Europe, Asia, Africa and the Americas. To learn more, visit www.gep.com.



GEP SMART is an AI-powered, cloud-native software for direct and indirect procurement that offers comprehensive source-to-pay functionality in one user-friendly platform, inclusive of spend analysis, sourcing, contract management, supplier management, procure-to-pay, savings project management and savings tracking, invoicing and other related functionalities.



GEP NEXXE is a unified and comprehensive supply chain platform that provides end-to-end planning, visibility, execution and collaboration capabilities for today's complex, global supply chains.

Built on a foundation of big data, artificial intelligence and machine learning, GEP NEXXE is next-generation software that helps enterprises make supply chain a competitive advantage.

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