We engaged Simfoni to assess savings and efficiency opportunities. Benefits were achieved within a month.

Execution was managed to the commitments made, with numbers exceeding expectations and a clear roadmap to achieve the agreed ROI.

Simfoni continue to deliver results whilst driving operational efficiencies.

David Stockton
CEO
APPROACH

Simfoni used their Spend Analytics Platform to analyze group spend and identify cost reduction initiatives in numerous areas. Then, Dulsco’s purchasing team was folded into the Simfoni delivery team to execute.

RESULTS

20%
Realized savings from sourcing competition

8%
Savings in high value categories like fuel

2.4:1
2-year ROI

16%
Average 2-year savings

CONCLUSION

With Simfoni, Dulsco was able to reduce both low value spending and the cost for each transaction quickly. In addition, projects to tackle improvements in high value spend were identified and carried out.

Elements of the solution include:

- Online catalogs in the Marketplace reduced transaction costs and captured built in discounts
- BuyDesk sourcing specialist sent all types of spend out for re-bidding in the first month for maximum impact
- Cost reduction initiatives brought significant savings in high value categories like fuel and transportation