



40%+ in Direct Material Savings

Why market testing your suppliers is critical

CLIENT

Industrial equipment OEM

SIZE

75 employees

PROJECT LENGTH

9 weeks

WHAT THE CLIENT WANTED

Understand how their incumbent suppliers compare to the market, and use it to leverage cost savings.

THE CHALLENGE

Reactive sourcing and poor supplier management left the company exposed to out-of-market pricing.

THE APPROACH

1. Reviewed spend.
2. Categorized spend to match the market.
3. Approached suppliers with a package to test the market.
4. Negotiated and implemented to realize the savings.

THE POINT OF IMPACT

Align your spend with the market, find suppliers that match your needs and culture, and test it regularly.

RESULTS

Before **67%+ above market**
Pricing from a supplier of a critical spend category

After **40%+ savings**
Direct material savings, back to market pricing

- Capability and tools to manage spend closely going forward
- Spend aligned with suppliers that match their needs and culture

IN THEIR WORDS

"The thorough, step-by-step market testing approach produced incredible results efficiently, and left us with the capability and tools to ensure we manage our spend closely going forward."

Director of Supply Chain, industrial equipment OEM

WHAT MADE IT WORK

Align your spend with the right supplier types, then test the market regularly. It produces results every time.

NEXT STEP

Contact Orkha today to test your supplier spend against the market and turn out-of-market pricing into savings that drive results.

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