

# TRANSFORMING PROCUREMENT INTO A STRATEGIC DRIVER OF TOP AND BOTTOM LINE GROWTH

“ Ivalua’s platform provided us with transparency and the ability to better collaborate with our suppliers. This helped us engage our suppliers to develop a new offering to retain and actually grow revenue from an at-risk customer, who has now entrusted us to manage over 35,000 of their employees outpatient medical needs.”



**NOEL RAJAN**  
President,  
MBF Holdings

## ? CHALLENGE

- ✓ **Inflated Costs** due to:
  - Inability to exercise joint-procurement of common products for different countries and divisions
  - Lack of visibility across suppliers and catalogs
- ✓ **Ad-Hoc Purchases** of products and services which resulted in a lack of proper / consistent warranties, as well as further inflated unit costs.
- ✓ **Poor Control and Visibility** into Spend due to a lack of defined policies and processes.
- ✓ **Ineffective Supplier Engagement** - No scalable way to monitor, engage and collaborate with suppliers.

## + BENEFITS

- 16%** in overall cost savings after 6 months and continue to see more savings.
- \$** **Increased revenue** through new outpatient offering developed with suppliers
  - Retained and expanded share of wallet with major at-risk customer
  - New package now being cross-sold to other customers
- 2x** ROI in first 6 months of implementation.
- Improved collaboration** among procurement team-stakeholders and suppliers
- Mitigated risk** through a more geographically diversified supply base.
- Improved transparency and control** over purchases.

## SOLUTIONS SELECTED



Supplier  
Management



Sourcing



Contract  
Management



Procurement



Invoicing



Strategy &  
Analytics

## EMPOWERED

- ✓ True 360 visibility into suppliers, spend and forecasts
- ✓ Supplier and buyer access to a transparent, easy-to-use system for sourcing new contracts
- ✓ Ability to effectively collaborate with suppliers, including on new product introductions to untap innovation
- ✓ Freed capacity to plan and respond quickly on customer requests
- ✓ Better able to manage risks via improved control on suppliers, contracts and catalogs
- ✓ Transparency into purchases with clear audit trails

## ABOUT MBf HOLDINGS

MBf Holdings is a diversified group of companies founded in Malaysia in 1963, some subsidiaries dating back to the late 1800s. The group's activities have grown and diversified substantially in a range of sectors and regions to embody one of the Asia-Pacific's leading private conglomerates.

MBf's presence is formally found in eight different countries and across three territories with a workforce of over 15,000 people operating in nine sectors.

Operations currently span Asia-Pacific and North America with over \$3B in annual revenues.



THE PROCUREMENT EMPOWERMENT PLATFORM  
REALIZE THE POSSIBILITIES

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