

Wood Mackenzie Supply Chain Consulting Case Study: Enabling Supply Chain Transformation

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Enabling Supply Chain Transformation via Proven Methods and Expertise

WM SCC has supported the supply chain transformation of a North American Utility, by providing strategic sourcing expertise, execution support, and training services to deliver over \$700 MM in cumulative savings

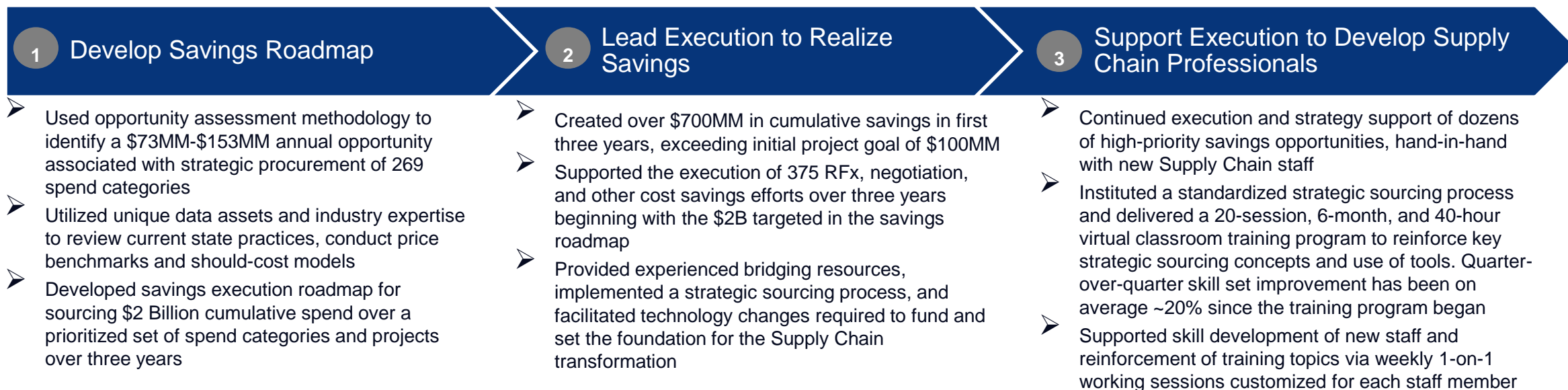
Business Challenge

- Transactional Supply Chain sought to transform into a world-class organization, but lacked capital, experienced personnel, and a plan to evolve
- Entrenched culture of vendor, contract, and sourcing decision making resided in business units. Buy-in to change legacy go-to-market approaches was infrequent.
- Supply Chain orientation historically was highly decentralized. Few contracts had leveraged spend beyond a single business unit or plant.

Solution and Benefits

- Delivered an opportunity assessment and associated savings execution roadmap that identified immediate savings opportunities to meet the Utility's goals
- Led execution of strategic sourcing and savings initiatives from the savings roadmap and beyond to create \$700MM in cumulative savings in three years
- Instituted a standardized strategic sourcing process and delivered a training program that developed skill sets of new Supply Chain Professionals

WM SCC Approach





Contact Us

Christian Slater
San Francisco, USA
Wood Mackenzie Supply Chain (*legacy PowerAdvocate*)
E: christian.slater@woodmac.com

Angelo Artale
San Francisco, USA
Wood Mackenzie Supply Chain (*legacy PowerAdvocate*)
E: angelo.artale@woodmac.com



Wood
Mackenzie

United States

179 Lincoln Street
Boston, MA 02111

United Kingdom

22 Bishopsgate
London, UK EC2N 4AJ