



PeopleSoft eProcurement

Managing Spend through Smarter more Cost-effective Buying

Client Background

Our client is one of the largest mutual life insurance companies in North America—providing a diverse set of financial solutions including life insurance, disability income insurance, retirement services, employee benefits, and investments.

In addition to having over 5,400 employees and over \$7.4B in annual sales; our client operates one of the largest dental networks in the United States, and protects more than six million employees and their families at 120,000 companies. A Fortune 500 company, they maintain a network of over 3,000 financial representatives in more than 80 agencies nationwide.

Project Background

There are a variety of reasons driving organizations towards an end-to-end procurement solution. In today's economy, epro's unambiguous ability to cut costs is often the leading business driver.

However, our client's situation was different. They had just created a centralized procurement group and it lacked an efficient, centralized procurement system. This lead our client to begin evaluating the markets best-of-breed procurement solutions. They narrowed the list of prospective vendors down to both Ariba and PeopleSoft.

BTRG was contacted by the client because of our longstanding reputation as a PeopleSoft systems integrator with a deep understanding of both the supplier relationship management (SRM) product suite and the insurance and financials industries.



After choosing PeopleSoft as its strategic sourcing platform, BTRG was asked to develop a strategy for implementing the solution which would include **PeopleSoft Purchasing, eProcurement, and Supplier Contracts**. In addition, these modules would be integrated with the existing financial application architecture of **Asset Management and General Ledger**.

BTRG developed a supply chain strategy that would cut across organizational and functional boundaries to deliver the best solution to both end users and the strategic sourcing team.

Project Specs:

- ◆ Evaluate PeopleSoft and Ariba procurement solutions for best-of-breed, best-fit.
- ◆ Develop and Deliver a strategic plan for the implementation of a strategic sourcing solution.
- ◆ Implement PeopleSoft eProcurement, Supplier Contracts, and Purchasing release 8.9
- ◆ Integrate the solution with PeopleSoft Asset Management and General Ledger



Analyze, Negotiate, Measure and Control Spend

BTRG guided and structured the sourcing decision framework within the organization so that it would deliver the following tangible benefits:

1. Smarter more cost-effective buying
2. Better management of the demand for and specification of purchased products and services.

The system we implemented makes it easy for our client's associates to get the products and services they need in order to better serve their customers. As a result, our client's user base was very pleased with the new processes.

The strategic sourcing group was a key group of stakeholders requiring global visibility into and management of corporate spend. Yet, while visibility into corporate spend is key, it's the ability to take quick and effective action that leads to an efficient and more profitable organization. That's why BTRG's supply chain experts made sure the system we implemented would provide management with the information it needed to be able to make better decisions.

To achieve this, BTRG delivered the ability to analyze, negotiate, measure and control spend across the organization. As a result, this enriched our client's supplier base, promoted full and fair competition and achieved accountability of all suppliers to deliver as promised.

Contact us to discuss your next strategic sourcing initiative or to have our experts evaluate your procurement process for potential cost savings.

877-287-4462 or sales@btrgroup.com



Technical Challenges and Managing Change

There were significant technical challenges to overcome; namely that BTRG was required to implement an Oracle 'back-ported' version of Supplier Contracts 8.9 to work with the existing 8.8. version. BTRG is one of the only consulting firms to have worked on a project of this nature.

In addition, because the outcome of this project would bring sweeping enterprise-wide change a strategy was needed to prepare and ready the organization. If not, there was the risk that the full benefits of the system would not be realized.

Our change management approach identified and mitigated the likely demands on our client in terms of scope creep, change complexity, and possible organizational resistance. Our change management approach included the creation of a comprehensive work plan that ensured all project risks and strategies were proactively managed.

As a result we were able to bring the business strategy, the organizational culture and the strategic sourcing initiative into alignment. Ultimately, the implementation of these modules went off under budget and on schedule.