

Business case

Improving the Supply Conditions of a World Leader in the Electrical Equipment Retail Industry

PRACTICE

Supply Chain

SECTOR

Distribution

DURATION OF THE MISSION

4 months



Our client, a world leader in the electrical equipment retail industry, wants to enhance its procurement conditions by optimizing its supplies.

KEPLER offers to roll-out a methodological approach based on supply practice analysis and the implementation of negotiation strategies.

Context

- A multi-brand retail network, with more than 500 offices in France, recently reorganized around 6 regional platforms
- A ramp-up in central procurement, which has overhauled procurement conditions with more than 200 suppliers
- Supplies associated to each platform with a very regionally rooted legacy, hampering any national synergy
- A unique inventory management software recently implemented on each platform, practice and maturity remaining relatively heterogeneous across each region

Objective(s)

Optimizing Full Costs

- Determining the brand's network design

Methodology

1 **Supply practices analysis** and synthesizing the gaps between each platform

2 Mapping of logistical conditions at the national and regional, or even local levels

3 Synthesizing the opportunities per supplier and sharing targets

4 Training of procurement teams and operational coaching

5 Results monitoring and facilitating regional performances

- **Procurement: Negotiation Strategy**
- **Logistics: Cross-Docking**
- **Operations: Field coaching**

Reporting and facilitating performance

[illegible]

Supply training support

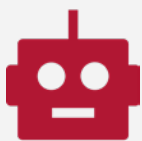


Determining earnings target

Project ID	Project Name	Client	Project Manager	Project Lead	Project Sponsor	Project Status	Project Budget	Project Start Date	Project End Date	Project Duration	Project Risk	Project Notes
001	Project A	Client A	John Doe	John Doe	John Doe	Completed	\$100,000	2023-01-01	2023-03-31	90 days	Low	Project A completed successfully.
002	Project B	Client B	Jane Smith	Jane Smith	Jane Smith	In Progress	\$200,000	2023-04-01	2023-06-30	90 days	Medium	Project B is currently in progress.
003	Project C	Client C	Mike Johnson	Mike Johnson	Mike Johnson	On Hold	\$150,000	2023-07-01	2023-09-30	90 days	High	Project C is on hold due to budget constraints.
004	Project D	Client D	Sarah Brown	Sarah Brown	Sarah Brown	Completed	\$80,000	2023-10-01	2023-11-30	60 days	Low	Project D completed successfully.
005	Project E	Client E	David White	David White	David White	In Progress	\$120,000	2023-12-01	2024-01-31	60 days	Medium	Project E is currently in progress.
006	Project F	Client F	Emily Green	Emily Green	Emily Green	On Hold	\$90,000	2024-02-01	2024-03-31	60 days	High	Project F is on hold due to budget constraints.
007	Project G	Client G	Chris Black	Chris Black	Chris Black	Completed	\$110,000	2024-04-01	2024-05-31	60 days	Low	Project G completed successfully.
008	Project H	Client H	Alexander Grey	Alexander Grey	Alexander Grey	In Progress	\$130,000	2024-06-01	2024-07-31	60 days	Medium	Project H is currently in progress.
009	Project I	Client I	Olivia Blue	Olivia Blue	Olivia Blue	On Hold	\$70,000	2024-08-01	2024-09-30	60 days	High	Project I is on hold due to budget constraints.
010	Project J	Client J	Benjamin Yellow	Benjamin Yellow	Benjamin Yellow	Completed	\$140,000	2024-10-01	2024-11-30	60 days	Low	Project J completed successfully.

1,6M€
bei
0,41 pts

**Earnings
on supplies**



Routine
Automation
with RPA

“We provided the teams on each platform with a very operational support which enabled the alignment of central procurement challenges with regional supply practices. The arbitrations carried out daily enabled to generate substantial earnings from the first weeks and to empower each regional team with decision-making tools dedicated to supply offers.”

Lysiane Bessonnet

Director, Supply Chain Practice Leader

Our Offices



Visit Us | [Kepler-consulting.com](https://www.kepler-consulting.com)



■ USA

159 N. Sangamon Street, Suite 200
Chicago, IL 60607-2201 - USA

usa@kepler-consulting.com

Tél : + 1 (708) 969 1963

■ EUROPE

32 boulevard Haussmann
75009 Paris – France

info@kepler-consulting.com

Tel.: + 33 (0)1 44 75 05 35

■ INDIA

#312, DBS Center,
31A, Cathedral Road, Nungambakkam,
Chennai – 600034 - India

india@kepler-consulting.com

Tel.: + 91 (0) 44 40 50 92 00

■ CHINA

Room 351, 3F, No.135 Yanping Road,
Jing'An District,
Shanghai, 200042, China

china@kepler-consulting.cn

Tel.: +86 (0)21 - 6117 0311

Contact the Authors



Lysiane Bessonnet

lysiane.bessonnet@kepler-consulting.com



Mathieu Louis-Sylvestre

mathieu.louis-sylvestre@kepler-consulting.com