



BrightSourced utilises their control, procure, improve methodology to deliver procurement excellence for Renshaw Napier

Renshaw Napier is a leading UK bakery, ingredient and sugar group, offering a wide range of products to grocery retailers, wholesalers and manufacturers.

The company's procurement processes suffered from a lack of accurate spend data and exposure to risk - with a lot of reliance on strategic partners and a shortage of alternative suppliers. They also had significant savings targets to achieve before the end of their next financial year. They engaged BrightSourced to help them achieve their goals within their required timescales.

Delivered
over
£500,000
in savings in the
first three
months

Control:

To help 'Control' existing and future procurement processes, BrightSourced analysed spend data across five of Renshaw Napier's operating companies; carried out a profit recovery exercise dating back five years; identified areas of high risk with strategic suppliers; and prioritised a sourcing plan which highlighted 20 immediate contracts to renegotiate.

Procure:

As part of the next stage - 'Procure' - BrightSourced implemented best of breed eSourcing practices to accelerate return on investment; sourced over 40 new potential suppliers in the UK, Europe and Asia; and used their market intelligence to structure the best go-to-market strategy.

Improve:

To help Renshaw continually 'Improve', BrightSourced monitored the use of new contracts and found additional ways to realise further savings with key suppliers through specification re-engineering. They also implemented solutions to ensure internal contract compliance to maintain ongoing savings.

“*Head of Purchasing, at Renshaw Napier said:*

“BrightSourced have become one of our key partners. Since 2011 they have managed long term, key procurement projects for us, helping to secure the best deals possible from our suppliers in terms of product quality, price and service.

We enjoy working with the team at BrightSourced and we are constantly pleased to see the value they provide to our bottom line.””

Average
savings of
26%
in just
12 months



BrightSourced

www.brightsourced.com