

DESIGN OF SOURCING STRATEGY FOR LEADING TELECOMMUNICATION COMPANY



Client

- One of the world's leading telecommunication companies
- Represented in more than 50 countries worldwide

Starting position

- Complex and decentralized organization and thus limited transparency over IT sourcing volumes
- Design of a sourcing strategy to cut IT costs

Approach

- Establishment of a three layer organizational sourcing setup
- Identification of optimization levers and development of future strategic sourcing roadmap
- Internal and external benchmarking IT sourcing costs
- Implementation of a volume bundling approach

Results

- Sourcing strategy effectively aligned with clear sourcing guidelines and agreed with the top management
- Identification of a potential to reduce IT sourcing costs by 30% due to optimized sourcing processes