

# Global Procurement

## Global Fortune 200 manufacturer centralizes energy management, increases efficiency and lowers costs



*Fortune 200 manufacturer turns to Tradition Energy to help centralize procurement across the globe.*

### Services Provided

- Market Research & Intelligence
- Strategic Risk Management
- Supply Management & Procurement: Electricity and Natural Gas
- Energy Data Management

### Opportunity

- Our client, a Fortune 200 global science and technology company, lacked an enterprise-wide strategy for global energy procurement. The company chose Tradition Energy – which had successfully procured energy for other comparable U.S.-based facilities – as its energy advisor.

### Approach

- Tradition worked with the client to centralize their global activities and develop an energy management policy that would serve as the basis for localized facility strategies serving individual country needs.
- Clear procedures and points of contact were established to ensure efficient and effective communication and procurement activities between the client and Tradition Energy.
- Ongoing monthly meetings were scheduled to ensure ongoing review of procurement programs, decision making, feedback among the team members and constant improvement.

### Results

- Tradition was able to pinpoint a number of ways in which the client could reduce costs. To date, **the client has realized savings of over 32%, or \$2.3 million, over 41 transactions.**
- Tradition established a data management portal that allows continual monitoring of client facilities to ensure they stay on track with their savings and cost reduction goals.
- Because Tradition has provided the client with a set program of procedures and budget forecasting for global facility management personnel, they have attained their goal of implementing an enterprise-wide strategy for global energy procurement.