



## ICG Commerce Gets the Motor Running on AMETEK's e-Procurement System

Pre-negotiated deals and complete e-catalogs help AMETEK rev up 10-20% savings in under 6 months

As a billion dollar global manufacturer of electric motors and electronic instruments, AMETEK, Inc. understood the importance of technology in a successful e-Procurement initiative. Like many large manufacturers, AMETEK was hindered by an abundance of suppliers and a time-consuming, manual purchasing process. To stay ahead in its markets, AMETEK launched a corporate-wide e-Procurement initiative that is expected to save 5% on \$60 to \$80 million of expenditures in its first year.

To centralize its procurement across 42 facilities and over 8,000 employees worldwide, AMETEK selected a common Internet-based procurement application. With that software, AMETEK buyers could place and approve orders online with suppliers from a variety of categories.

### **There were only two things missing: the suppliers and their content**

With limited resources, how would AMETEK integrate their over 7,000 suppliers and build electronic catalogs with item numbers, detailed descriptions and attributes for the millions of items they buy? How long would it take given that so many suppliers did not have content readily available? And, would AMETEK see real tangible savings through automation alone? AMETEK turned to ICG Commerce, a leading procurement services provider, for the answers.

### **ICG Commerce was instrumental in finding a fast track to savings**

AMETEK realized that they needed to streamline their supply base and enable their buyers to access suppliers and their content quickly. To do that, AMETEK would first need to undertake a sourcing initiative—a process that involves identifying, evaluating and negotiating the best mix of suppliers, products and services.

"Had we tried to source the categories and build the catalogs in-house, it would have taken a significant amount of time before we would even begin to see savings," says Susan Eckel, AMETEK's Director of e-Procurement. "ICG Commerce's sourcing experts had already negotiated real savings and put suppliers and content in place. ICG Commerce offered over 30 catalogs with high-quality suppliers who offer them lower prices and better service as a result of their aggregated buying power. This eliminated the need for us to build these capabilities on our own, allowing us to focus on speeding up the e-Procurement technology implementation."



## Keys to accelerating ROI

- **A fast track to tangible savings:**

immediate access to pre-negotiated catalogs reflecting 10 – 20% unit cost savings — the result of the aggregated buying power of 140 Global 2000 companies

- **Flexible technology:**

can integrate catalogs with any e-Procurement software to provide access to immediate savings

- **Deep sourcing expertise:**

over 300 seasoned sourcing experts worldwide and decades of supplier-management expertise in over 100 categories drive effective savings strategies in direct and indirect procurement