

ENERGY SECTOR CONTRACTOR MANAGEMENT EFFECTIVENESS



The world's largest multinational oil and gas refiner and marketer of petroleum products engaged Trindent to assess the efficiency and cost savings within their Contract Administration department.

\$4.6MM
ANNUALIZED SAVINGS

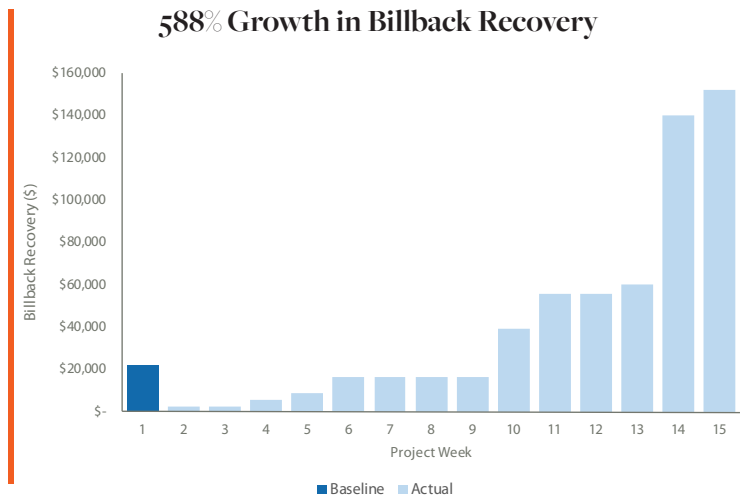
HOW WE MADE IT HAPPEN:

- Completed Skills Matrix Assessment to define staff skills and development needs
 - Conducted area workload analysis to understand and plan each role's load capacity
 - Installed performance metrics for each role to provide performance visibility
- Designed and installed Contract Administration dashboard to track and report department KPIs on a weekly basis
- Developed clear vendor selection guidelines and installed a vendor selection wizard to increase the share of agreement vendors to 84%, reducing over \$1.5MM in non-agreement spent annually
- Designed and established a vendor invoice audit program to reduce invoice failure rate, savings over \$3.6MM in annual costs
 - Streamlined the Credit Recovery Control process to increase billback recovery rate to 80%
 - Established clear guidelines while selecting vendors for invoice auditing based on amount, and failure frequency criteria
 - Standardized the Credit Preparation process to expedite transfers of credit claims between Contract Administrators, Vendors, and Accounts Payable
 - Established credit tracking process to ensure that submitted claims are not lost

- Improve Contracts Administration and Planning leadership capabilities
 - Provided leadership training and coaching
 - Installed regular behavior assessment tools
 - Developed and implemented team dashboard

RESULTS:

The client realized \$4.6MM in annualized savings after implementation of the changes and a 600% ROI.



We are here to Make It Happen™.

Contact us for a complimentary assessment to help solve your complex business issues at info@trindent.com.