



Fortune 500 manufacturer switches to Varis for a **marketplace of 15K suppliers**

The Fortune 500 is an annual list compiled by *Fortune* magazine that ranks 500 of the largest US corporations by total revenue. It is an honor worthy of high praise and validation of hard work. It's easy to think any company on that list runs like a well-oiled machine with no problems. But they too have challenges running their businesses, and this manufacturing organization was no exception.

Challenge

This manufacturer, with more than \$7 billion in revenue, struggled to meet their indirect procurement needs. Over time, it tried multiple solutions and software packages, but they had either too high a bar for training and user upkeep and/or too low a return on investment to justify keeping. The systems employed made it difficult for everyday employees to efficiently locate items they needed to purchase. Too often they made purchases outside the system at much higher prices, or they bought incorrect or low-quality products.

The manufacturer wanted a procurement solution that would provide an easy-to-use interface for the more than 7,000 end-user purchasers as well as a single supplier network to manage all of their indirect spend. They wanted to continue to leverage Oracle as their ERP, so any solution they chose would have to integrate seamlessly.

Solution

With Varis™ (formerly BuyerQuest®) procurement technology, they were able to meet all their objectives. Replacing the manufacturer's existing system, Varis delivered a single easy-to-use purchasing experience for all employees that put all of their approved suppliers and verified products in a single search interface. The familiar design allows users to search for products by name, type, and part number. They can place chosen items in a familiar shopping cart for immediate purchase or route for approvals.

The user interface is so simple to use that zero to minimal user training was required.

No more noncompliant items, and all products are available for purchase at approved pre-negotiated prices.

In less than
six months, the
manufacturer's
Varis solution
went live
globally.

Company
Fortune 500
manufacturer

Revenue
\$7B annually

Users
7,000

Results

More than 7,000 people use the system daily purchasing products from more than 15,000 suppliers. The Varis system facilitates every step from managing catalogs of items, and reviewing purchase orders, to creating invoices and tracking the delivery status. To date, clients spend more than \$1.5 billion annually through Varis.

And because Varis is a cloud-based procurement system, there was no need for an entire team of IT employees to oversee the system. They were able to reassign employees to focus on more strategic activities.