



client results

# Multi-billion Dollar Global Media Company

Over \$4 million in annual savings generated in under six months



## Challenge

A global media and communications company sought to improve earnings through procurement-related cost reduction within a short timeframe. In order to remain budget neutral, the company preferred the project be self-funded from savings generated within the same calendar year.



## Approach

ISG performed a [Spend Analysis](#) and detailed [Cost Optimization Assessment](#), interviewing key stakeholders to understand the viability of desired sourcing opportunities. ISG and the client's chief procurement executive developed a business case and presented it to the executive board for approval.

ISG launched a series of sourcing projects with the goal of being completed with savings delivered early enough in year to fund all ISG services in the same calendar year. ISG worked closely with the company's team to both meet the deadline and exceed the calendar year savings targets across the following categories:

Categories		
• Broadcast Equipment	• Credit & Collections Services	• Document Management
• IT Hardware	• Office Equipment	• Office Supplies
• Promotional Products	• Tapes	• Telecommunications (Voice & Data Services)
• Temporary Labor	• Wireless	



## Results

**Delivered over \$4 million in annual savings (19%) in under six months.** The results helped the chief procurement officer continue to elevate strategic sourcing in the eyes of the executive management team, leading to an expansion of the procurement team.