

How Launch by Optis Elevated Supplier Experience for a Global Manufacturer

Streamlining supplier collaboration with a scalable, user-focused procurement foundation.

The Client

A global manufacturing company specializing in electrical connection and protection solutions partnered with Optis to enhance supplier experience as part of its broader digital transformation journey. With more than 12,000 employees and \$3 billion in annual revenue, the organization supports critical infrastructure across multiple industries and operates manufacturing and distribution networks worldwide.

Industry

Manufacturing

Number of Employees

12,000

Region

Global

Annual Revenue

\$3B

The Opportunity

As part of a broader digital transformation initiative, the client set out to enhance the digital experience for its suppliers while also improving internal processes. Strengthening supplier relationships and streamlining collaboration were central to the effort, positioning the company as a responsive, efficient, and preferred partner within its supplier network.

Having expanded through a series of acquisitions, the organization faced

challenges with fragmented procurement practices and inconsistent supplier management standards. To address this, the client established a unified operating framework designed to align systems and processes across business units.

The transformation began with supplier management and contracting, with a longer-term goal to evolve toward a mature, standardized procurement function aligned with industry best practices.





Why Optis?

Optis was chosen for their ability to turn vision into execution and for the strong cultural alignment established during the engagement. Their approach combined structured collaboration with deep procurement expertise to deliver a solution tailored to the client's needs and future goals.

- Ability to provide executable implementation approach grounded in current and future state
- Deep understanding of client needs through scoping, demos, and workshops
- Strong cultural alignment and open communication
- Trusted advisor with pragmatic delivery style and procurement expertise

The Process

The **Launch** phase focused on elevating the supplier experience while creating a scalable foundation for long-term procurement transformation. The solution delivered improved supplier access, streamlined intake processes, and greater data connectivity across systems. These outputs aligned directly with the client's broader goal of standardizing procurement practices across business units.

The deployment was anchored by several core capabilities:



This phase of the transformation delivered meaningful early wins and positioned the client to build on a modern, flexible architecture as its procurement function continues to evolve.

The Results

- A single platform for supplier engagement
- Streamlined supplier master data management
- Reportable risk and performance insights across supplier lifecycle

About Optis

Optis is a leader in Source-to-Pay transformation. With headquarters in Vancouver, New York, and London, we provide independent advice, precision implementation, and meaningful results. Our clients choose us as their guide through the transformation journey, partnering with us for our unmatched expertise and quality across our range of Source-to-Pay transformation services. We lead strategy, implement and support the best technology platforms, and enable lasting organizational change.