

# From Fragmented to Future-Ready: A Mining Leader's Procurement Transformation

Centralizing global procurement and rapid adoption to enable a scalable transformation.

## The Client

A multinational gold producer with operations spanning several countries in West Africa engaged Optis to support a multi-phase procurement transformation. With a growing global footprint, the company is committed to driving efficiency, transparency, and responsible business practices. As part of a broader digital transformation program, the client aimed to modernize procurement operations, improve supplier management, and reduce operational risk through a scalable, technology-enabled solution.

## Industry

Natural Resources

## Number of Employees

5,000

## Region

Global

## Annual Revenue

\$1.6B

## The Opportunity

The client had initiated a transformation program aimed at addressing inefficiencies across sourcing, supplier management, and contract governance. They sought to modernize and centralize procurement processes that were previously fragmented across geographies, systems, and teams. Key challenges included:



### Supply Chain Risk

Decentralized sourcing processes and limited oversight of supplier risk



### Contract Control

Manual processes limited visibility into renewals, obligations, compliance



### System Limitations

Multi-ERP architecture was unable to support advanced workflows



### Adoption Barriers

Global operations demanded heightened user enablement and change management

The organization needed a partner who could not only deliver technology enablement but also guide teams through adoption challenges and ensure alignment with broader business improvement initiatives.

## Why Optis?

Following a highly collaborative selection process, the client chose

Optis as their implementation partner based on our ability to combine global delivery strength with industry-specific expertise. Other key factors in their decision to work with Optis included:




- **Industry Experience:** Deep understanding of mining-sector procurement challenges, including past projects at a similar scale and scope.
- **Bilingual Capability:** Team fluent in both French and English to effectively support West African operations.
- **Global Presence:** Optis' recent expansion into the UK provided geographic alignment with the client's corporate headquarters.



- **Flexibility and Continuity:** The Optis team demonstrated adaptability, building trust and continuity from early planning through implementation.
- **Multi-ERP Expertise:** Proven experience integrating source-to-pay solutions across complex ERP landscapes, ensuring alignment with the client's multi-system environment.

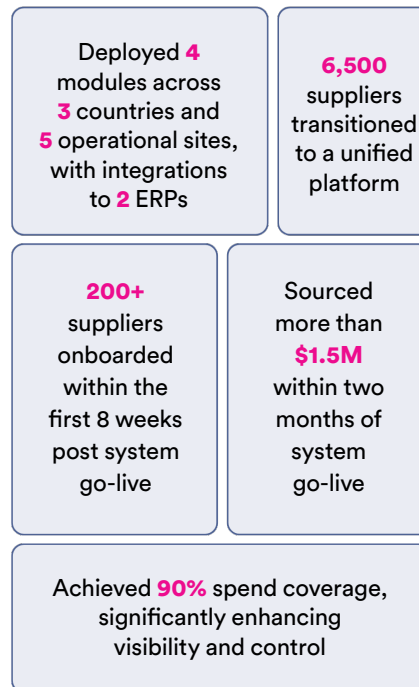
## The Process

As part of the **Launch** phase, Optis deployed a multi-module solution designed to improve procurement performance, contract governance, and supplier enablement. The transformation included the following core components:

-  **Strategic Sourcing Optimization**  
Introduced standardized sourcing workflows to drive competition and improve supplier performance
-  **Contract Lifecycle Management**  
Implemented a centralized repository with automated alerts for renewals, compliance, and risk events
-  **Supplier Enablement**  
Accelerated onboarding through structured processes and embedded risk visibility throughout the supplier lifecycle
-  **Spend Analytics**  
Delivered automated classification and role-based dashboards to enable informed decision-making at all levels

Recognizing the unique adoption challenges, Optis took extra care to tailor the testing and training approach to the client's operational reality. This included extending key readiness activities to allow for deeper engagement and reinforcing internal knowledge transfer training. By staying flexible and responsive throughout the process, Optis ensured teams were well-prepared for go-live and positioned for long-term success.

## The Results



Through their **Launch** partnership with Optis, the client transformed a highly complex procurement environment into a more connected, efficient, and strategic tool. With foundational capabilities now in place and strong adoption across regional teams, the client is well-positioned to expand their transformation across additional sites.

## 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.