

The Partner



Océ Business Services

The Client



Scottish Enterprise



Claritum specialises in spend management for complex categories such as print and marketing services.

Our Software-as-a-Service technology connects over 50,000 users with 3,000 suppliers across 28 countries and manages over US\$1.2bn of sourcing events for global enterprises, SMBs, public sector and managed service providers.

Our unique approach enables clients by providing a pay-as-you-go combination of best-of-breed services with seamless sourcing, procurement and invoicing tools from Claritum and our accredited partners.

We empower our Clients to achieve a substantial ROI through typical savings of between 17%-40% and lowest total cost of ownership.

Find out more at www.Claritum.com

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Partnering for success

Case study

As part of the US\$45bn Canon Group of Companies, Océ are a leading provider of document services and have over 23,000 employees in 90 countries. Océ are trusted by many of the world's leading enterprises to deliver high quality and efficient managed services. As a partner since 2004, Claritum's print procurement platform is deployed to Océ's clients to streamline sourcing, procurement and invoicing processes.

The Challenge

One such client is Scottish Enterprise. Scottish Enterprise is a Government Agency that promotes economic growth in Scotland by assisting in the development of existing businesses and promoting infrastructure and investment.

Scottish Enterprise split their operations into 12 regions, each purchasing independently, with resultant inefficient buying. There was duplication of buying resources, ad hoc ordering and fragmented cost control. The client's team was also spending too much time with supply issues and not enough on their core task - promoting economic growth in Scotland.

The Solution

Scottish Enterprise selected Océ Business Services to provide a tailored Print Management solution including supply chain expertise, Claritum's print procurement software platform and a range of other services.

Claritum's online sourcing and procurement platform was deployed to deliver Scottish Enterprise's e-procurement requirements including integration with the Client's own purchasing and financial systems.

The Claritum system delivers a user friendly and intuitive customer interface for ordering new and existing items of print, customisable artwork templates, prices are delivered instantly, real time order tracking and access to high quality management information 24x7x365.

The Results

For Scottish Enterprise, the combination Océ's expertise and service with Claritum's sourcing and procurement platform has delivered savings of 23%, a leaner and more flexible organization and improved cost control.

The savings have been achieved through a combination of increased leverage with suppliers, product re-engineering, supply chain management, benchmarking and a program of continual improvement.

For Océ Business Services, Claritum's software has released staff from manual processes to focus on delivering a high quality service and exceeding client expectations. This has enabled Océ to secure, retain and grow a profitable and prestigious account.

Océ use Claritum's print procurement platform across their key print management accounts internationally. Claritum helps Océ differentiate its offering and provide market leading solutions to clients.