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SUPPLY MANAGEMENT
AWARDS 2018 ASIA

CIMBANK
OVERALL WINNER



RODAN!

TECHNICOLOR

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RODAN - MyBiz Case Study 2018

(Regional Optimisation by Design, Analytics and Normalisation)

MyBiz was engaged in July 2015 – we conceived RODAN to tackle the monster of CIMB's escalating cost. The objective was 2-fold:

1. *Achieve Regional Procurement savings of RM100 million in 1 year.*
2. *Establish a regional operating model for regional governance, uniform policies and streamlined processes through utilisation of technology.*

RODAN involved CIMB Group building a new Procurement organisation to drive efficient processes and optimise savings by utilising technology. MyBiz also carried out extensive Spend Analysis of CIMB Entities across 4 countries to determine where and how savings could be achieved.

RODAN has won multiple procurement awards, including OVERALL WINNER at CIPS Supply Management Awards 2018 Asia, with results such as:

- Cost-Income Ratio reduction from 59.1% (March 2015) to 51.8% (April 2018)
- **RM130 million saved in the first year** alone. Cumulative procurement savings **of RM317 million (USD 81 million) in just 28 months** (since Oct 2015). CIMB is comfortably on its T18 Regional Procurement savings target of RM500 million (USD128million) over 5 years.
- Savings in Malaysia for 2017 equates to **14X the Return on Investment** vis-a-vis procurement setup and operation cost of RM8.8 million.
- Spend under management in 2016 was RM492 million (USD125.9 million) - it increased substantially to **RM1.13 billion (USD289 million) in 2017 with greater visibility and control.**
- Cumulative savings from Reverse Auction of **RM11.5 million (USD2.94 million)** to date regionally. Perhaps more importantly, **negotiation timeline has been reduced by 75%**
- Procurement cost savings of **RM5.5 million (USD1.4 million)** in the property and administration category from vendor consolidation exercise. The reduction of vendors resulted in a stronger CIMB bargaining position, enabling less money spent on better quality products/services.

What can we achieve for you?

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MyBizTM