

Sourcing

logitech

**Increasing Engagement &
Gaining Visibility into the
Procurement Process**

At a glance

Logitech



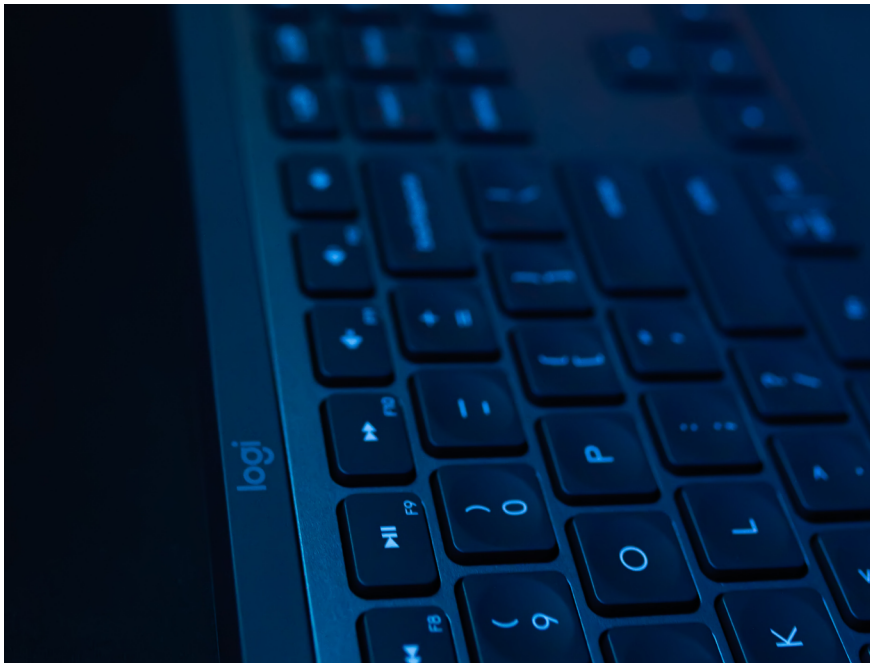
Computer peripherals & software manufacturer



2022 Revenue: \$5.48 billion



Headquarters: Switzerland & U.S.



Challenges

In today's increasingly digital world, the need for innovation is critical to Logitech. The demand for technology to be better and work faster than ever before has ensured innovation stays paramount to their processes.

But introducing and developing new technology has meant the supply chain at Logitech needs to be managed closely. Having previously outsourced their procurement process, the function was brought internally less than 5 years ago. The assembled team was small and with no technology in place, they struggled to manage their spend and data.

There was a clear need for the team to cut down on their eSourcing efficiency and the time associated with running RFPs. To combat this challenge, the Logitech team identified Market Dojo as a potential provider.

One of the most important factors to the Logitech team was the need for urgency with any potential solution. It was Market Dojo's on-demand functionality that really sang to David and his team, giving them the flexibility to use our solution as and when they needed it, without any significant start-up costs, or training.

“We needed a solution that would be easy to use and given where we were in our development, we wanted something that could really revolutionize how many RFPs we can do at once, with minimal barriers to entry. Market Dojo worked for us on all those levels.”

David Latten

Head of Global Indirect Procurement Logitech

Solution

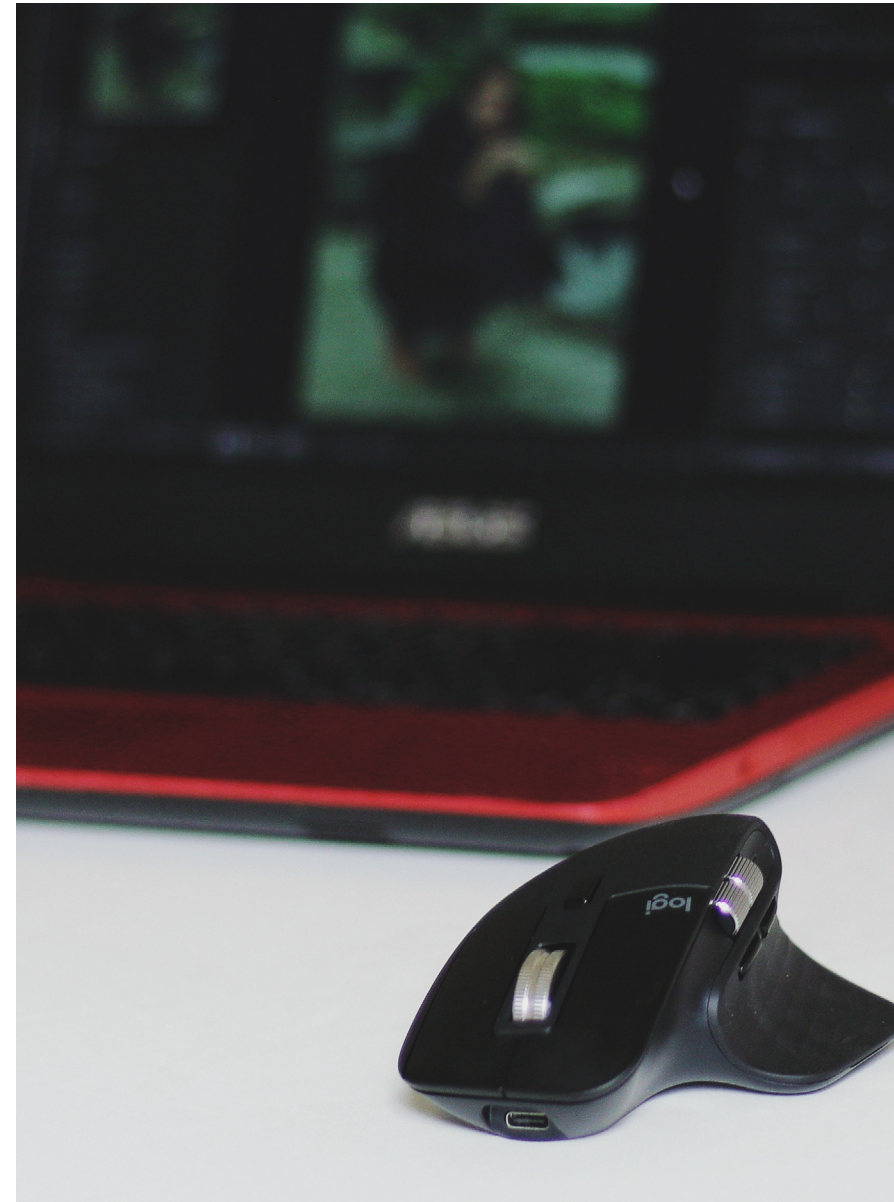
Recently, the Compliance department at Logitech decided to use Market Dojo to run a very niche event. The team were running global compliance tenders, reaching out to agents across the globe to sign off their products as compliant across different countries.

The team had previously run these events manually using spreadsheets and emails, which was a time-consuming process and difficult to manage. Faced with this challenge, they had initially considered specialist tools built to specifically run tendering events for compliance. However, these specialist solutions came with specialist price tags.

Having initially wanted to identify an eSourcing solution as an efficiency play for their smaller team, Logitech's Procurement function has benefited in a number of other ways.

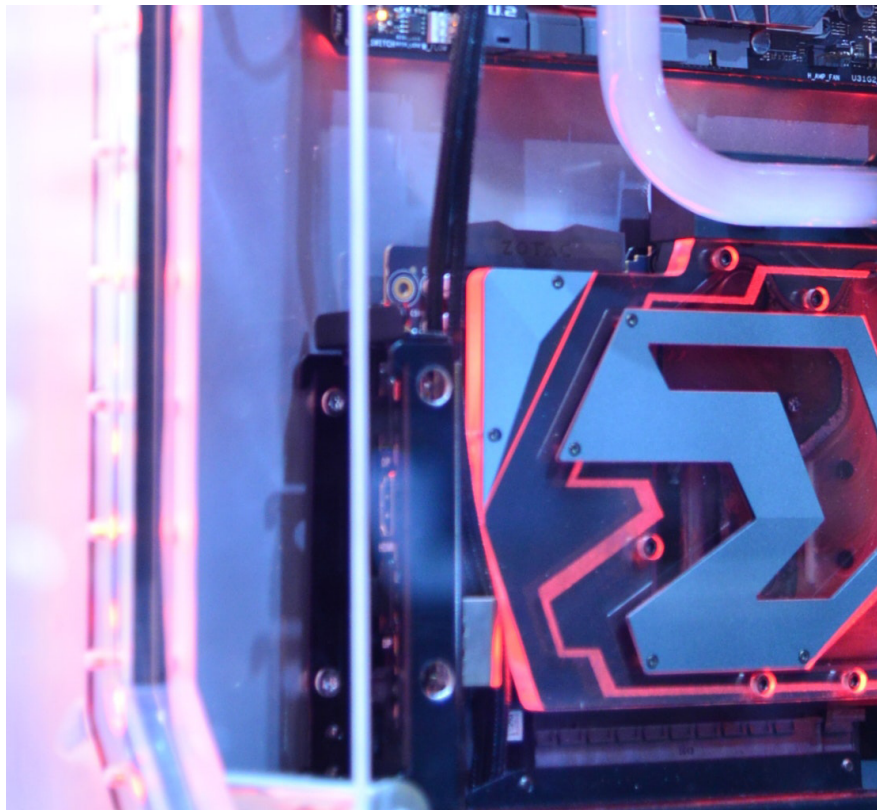
■ ■ ■ **“The success was apparent almost right away. Members of the group went from being able to run maybe 1 or 2 RFPs at once, to a handful of them simultaneously within weeks. It has really enabled the team to impact a lot more of the business.”**

David Latten
Head of Global Indirect Procurement Logitech



- ■ ■ **“Market Dojo is easy to pick up and play and the barriers to entry from a cost perspective, are very low. This does what we need.”**

David Latten
Head of Global Indirect Procurement Logitech



Results

One thing that has changed internally, is the wider organization’s perception of procurement. Having previously struggled to run time-efficient RFPs with sufficient ROI, the new way of working has helped the team to influence more areas of the business with effective returns. As well as working on a greater number of events, the quicker turnaround times, meant the team were able to modify their previous spend limits.

The low cost of operating Market Dojo, meant Logitech was able to secure their initial ROI, within the first couple of projects they ran. Their impressive results to date could be summarized by the previously mentioned compliance tender, where the team were able to generate an impressive £300k saving, cutting their total spend in the category by a third.

The final point of eSourcing success came from Logitech’s Suppliers, who are now able to work with the company more effectively through the platform.

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David Latten
Head of Global Indirect Procurement Logitech

Want to automate your procurement process like Logitech?

Get in touch with Market Dojo.

marketdojo.com

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About Market Dojo

Market Dojo's on-demand autonomous strategic sourcing software and exemplary customer support, rapidly evolve Procurement from reactive back office function to proactive strategic resource. Built by industry experts, our agile, best-of-breed solutions are easy to implement, intuitive, deliver immediate value and are accessibly priced.

Trusted by the world's leading brands, we help Procurement & Finance teams of all sizes to focus on value creation, connected relationships and strategic influence rather than traditional inefficient sourcing, supplier and finance management processes of the past.

We streamline, digitize and automate to provide centralized data and powerful insights to mitigate risk, control cost and drive smarter, faster financial decisions.

Sourcing is just one part of the source-to-pay process. Esker's Source-to-Pay suite helps Procurement and Finance leaders streamline procurement processes, enforce policy compliance and improve supplier relationships with increased visibility over the entire buying process.

