

A circular inset image shows a male technician wearing safety glasses and blue gloves, using a specialized tool to work on a car's rearview mirror area. The background is a clear blue sky.

Belron UK Ltd takes the fast lane to compliant, value-driven procurement with Medius Spend Management



Case study



The Company

Belron[®], the parent company of Autoglass[®] and its logistics and distribution provider Laddaw[®], is the market leader in vehicle glass repair and replacement, with 2,500 employees across the UK.

Belron UK Ltd is part of Belron[®] International, the world's leading vehicle glass repair and replacement group, which operates in 35 countries on five continents, employs more than 26,000 people, and generates annual revenues of \$3.4 billion. To prepare sourcing events faster, select the best suppliers, and comply with strict requirements for supplier quality and financial stability, Belron UK Ltd deployed the Medius Sourcing and Contract Management solutions.

Goal: remove manual tasks

To maintain its market-leading position, Belron UK Ltd needs to ensure that all its indirect procurement suppliers deliver maximum value to the business. However, the company's previous processes for sourcing, contract management and supplier information management were manual and paper-based, increasing workloads, slowing down RFX timelines and increasing business risks.

To address these challenges, Belron UK Ltd assessed a number of eProcurement systems, ultimately choosing Medius Spend Management. The decision to implement the Medius solution was based on its comprehensive sourcing, supplier, and contract management features as well as its ease of deployment.



Ease of deployment key

Tim Holland, Head of Purchasing and Inventory, Belron UK Ltd, says, "The other systems we looked at required IT time and input, which wasn't an option for us, so we looked for a standalone system that was easy to deploy. Medius Sourcing and Contract Management seemed to tick all the boxes for us, so we created a cross-functional team including CSR, Compliance, Legal and Procurement to assess the technology. All our stakeholders were excited about how it could streamline

our procurement and improve our supplier and contract management and compliance," he adds. "Then we also took up references, which also reinforced the feeling that this was the system for us, being very easy to implement, traceable, auditable and good value for money."

When it came to choosing Medius over other eProcurement solutions, ease of use and simple configuration were also factors according to Tim.

Supplier compliance delivered

Before implementing Medius Spend Management, Belron UK Ltd lacked essential supplier compliance information, resulting in buyers around the business often signing contracts without full visibility of supplier compliance information. Now, with the option to build tailored Supplier Questionnaires using

Medius Supplier Information Management (SIM), the Belron UK Ltd team can easily collect and review compliance information such as key risk metrics, accreditations and certifications, and approve suppliers and information relating to them in the system to reduce business risks.

Peace of mind

Neil Woodyet, Senior Buyer
- Dealers & Indirect Goods &
Services at Belron UK Ltd, says,
"We are using Medius Supplier
Information Management to
create comprehensive supplier
profiles that demonstrate
compliance with our key
procurement requirements.
These are available to
stakeholders across the
business in real time, giving
us peace of mind that our

suppliers are financially secure,
ethically sound and able to
deliver the products, services
and quality we need."

The Belron UK Ltd team is
embarking on an initiative
to onboard 1,000 suppliers
into the Medius system,
increasing compliance and
helping to protect Belron
UK Ltd's business.

Running sourcing events efficiently - and 3 x faster

Using Medius Sourcing, the Belron UK Ltd team can run new sourcing events much more quickly, while also minimizing their workloads. "In the past, running just one additional RFP meant a big extra workload," says Neil. "Now, I can draft RFX documents in just a few hours, rather than days or weeks, using the configurable templates in Medius Sourcing."

By migrating to Medius Sourcing, the Belron UK Ltd team has reduced the timeline for a simple RFX by a factor of three.



Before, it took at least three months to run an RFX process from end to end, but **we've reduced this to just a month** with Medius Sourcing.

Neil Woodyet, Senior Buyer - Dealers & Indirect Goods & Services, Belron UK Ltd

Ease of use drives efficiency

Ease of use is a significant factor in the time savings delivered by Medius Spend Management. Neil says, "Medius has been hugely beneficial due to its ease of use and the efficiencies it provides, which allow Purchasing to use the time saved into adding value to our business in a more proactive way."

With the Medius system, the indirect procurement team will also empower buyers across

Belron UK Ltd to run their own sourcing events faster. "We are creating multiple template types to suit different suppliers and contracts," says Neil. "Buyers across the company will be able to use these to source the services they need quickly, without depending on the team for support. The end result will be a totally compliant supplier base that delivers consistently great value for Belron UK Ltd."

Better contract management

Medius Contract Management allows Belron UK Ltd to upload contracts and to review and renegotiate them as required to deliver the best value for the business. All new contracts are being uploaded into the system, and Neil and the team will also be uploading a large number of existing contracts into the system in the coming months to provide far greater visibility of Belron UK Ltd's indirect procurement spending.

"In the past, we often got tied in with sub-optimal contracts and suppliers for several years, sometimes paying for services we didn't even use," says Neil. "Now, Medius Contract Management generates automated alerts before contracts roll over, giving us a chance to review and renegotiate with suppliers and get the best deal for the company."



Spend with approved suppliers

With Medius Spend Management, Belron UK Ltd can ensure that only authorized suppliers are used for all indirect procurement across facilities, fleet, transport, IT and more, which is worth \$65 million a year. This increases control over spending and ensures the best possible quality and value for the business.

“Prior to implementing Medius Spend Management, our staff could order goods or services from any supplier,” says Neil. “Now, staff can only order from suppliers who are approved in the system.”

This safeguard is delivering significant quality and value benefits for Belron UK Ltd. “By eliminating orders to unauthorized suppliers Medius is helping us improve quality and get the best value for the business,” says Neil. “We also expect to reduce our \$65 million spend significantly in the future by cutting out unnecessary and poor-value purchases.”

A strategic role for procurement

With Medius Spend Management, the indirect procurement team is transitioning from a supporting to a strategic role at Belron UK Ltd.

"We've been operations-led in the past, with orders being placed with suppliers who haven't yet been approved," says Neil. "Using Medius,

we've become a strategic partner to the business, ensuring that suppliers are compliant and that purchasing decisions are always signed off by the right people at the right time. We're well on our way to more controlled, more efficient, more compliant procurement, which will contribute directly to our bottom line."



Medius Spend Management has been hugely beneficial due to its ease of use and the efficiencies it provides, which allow Purchasing to use the time saved into adding value to our business in a more proactive way

Neil Woodyet, Senior Buyer - Dealers & Indirect Goods & Services, Belron UK Ltd

Key benefits

- Improved supplier compliance for reduced business risk
- 3x reduction in RFX timelines
- Significant admin time savings for the procurement team
- Full auditability for \$65 million annual indirect procurement spend
- Strategic role for procurement



About **Medius**

Medius AP management software replaces the work and worry of invoices with AI and automation. Medius goes far beyond basic automation by using artificial intelligence to do the work - so invoices get coded, approved and paid, and your business can trust your budgets and forecasts without the fear of potential fraud. And you won't have to worry about implementation and ongoing administration costs, because you'll start seeing the value immediately and the innovation won't stop. To learn more, visit medius.com.



www.medius.com

© Copyright 2023 Medius. All rights reserved.

The information contained in this document is general in nature and provided as reference material only.

This document is furnished as is without warranty of any kind. Specifications are subject to change without notice.