iSpec

The **best-kept** secret
in **procurement**

CASE STUDY

SABMILLER

Food & Beverage

"Procurement CAPEX is the biggest single cost element in SABMiller, some $US900-million a year, and, based on the Proof of Concept (PoC) phase of iSpec, the system can deliver on average a 3% saving on total project cost. We also quantified and measured productivity improvements during the PoC, and indications are we can reach process improvements of 300%."

Maurice Egan
Group Head Manufacturing

BACKGROUND:

SABMiller operates across six continents. In keeping with their reputation for innovation they have implemented iSpec as their tender, bid and contract management system of choice.

At the heart of the system is a centralised master library of all tender documentation including financial, legal, commercial, technical, past project documents and past bids from vendors. These can be viewed by all users who have access to the system which enables the Group to avoid duplication of work, time and costs. Effectively, iSpec ensures that tenders can be prepared and published in one day, compared to the current time frame of two weeks.

'This tender, bid and contract management system is unique in that, for the first time, vendors are being invited to tender live on the system', says Maurice Egan, Group Head Manufacturing.

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Implementation:

- **Enterprise version:**
  A custom version of iSpec was implemented, which allows for the creation of sub-tenders under a large main tender. This means that very large projects which require a variety of disciplines can all be managed under one large tender and that different vendors can be invited on the various sub-tenders.

- The customer can then either award the entire job (including all sub-tenders) to one vendor or award different sub-tenders to different vendors. This results in efficiency gains and simplifies the process of awarding and compiling the final contracts.

- Subscribing to very strict quality and security protocols in their IT systems, SABMiller opted for a detailed Proof of Concept process. After comprehensive testing the system was installed at a highly secure server site and a live tender was published as a final test to measure performance, security and functionality of the customised version.

- This customisation is now included in the standard version available to all users and allows for the management of large multi-disciplinary projects.

iSpec