



# Two Leading Energy Companies Realized Synergy Targets Post Merger

Two prominent downstream energy companies merged forming an industry leader with diversified assets across petroleum, refinery, asphalt and renewable fuel



# 9

MRO Supplier  
Categories with  
savings opportunity

# \$3M

Total supplier spend  
analyzed

# \$350K

Cost savings realized  
thus far

The newly merged company engaged GoProcure to realize their synergy targets and to optimize the new entity's supply chain operations



## Realizing synergy targets and delivering cost savings post merger

Two of the most prominent downstream energy companies in the U.S. merged forming an industry leader with diversified assets across petroleum, refinery, asphalt and renewable fuel. As the businesses merged, the combined entity engaged GoProcure to realize their synergy targets and to optimize the new entity's supply chain operations. Specifically, The newly merged company wanted to consolidate their Maintenance, Repair and Operations (MRO) supplier base, better understand the MRO spend profile and realize strategic savings.



## GoProcure implemented a three step process to realize savings opportunities:

The GoProcure team executed a three-step approach to help the newly merged accomplish its objectives:

### Step 1. MRO Supplier and Spend Baseline:

GoProcure applied a clean sheet approach with the newly merged company to define characteristics of a MRO supplier. With this definition in place, the team properly classified and categorized all MRO suppliers between the two entities, identifying common and divergent suppliers

### Step 2. Supplier Database:

With the properly categorized supplier list, GoProcure established a supplier database by collecting a significant amount of data from each supplier – item details, price information, contract terms and discount frameworks

### Step 3. Benchmarking Analysis:

The team enriched the supplier database with competitive supplier data to identify maximum savings opportunity adjusted for business requirements

## GoProcure has already helped the newly merged company realize \$350,000 of savings.

Out of \$3M total supplier spend, GoProcure identified 9 MRO supplier categories with potential for material savings opportunity, helped realize ~\$350,000 in savings and developed a scenario based framework for the newly merged company laying out action steps on how to continually achieve additional cost savings and supplier rationalization.





3460 Summit Ridge Parkway,  
Suite 401 Duluth, GA 30096