



## CASE STUDY

# IMPLEMENTING PROCUREMENT PLATFORM - NEXTBUY - AT ZEELANDIA

## ABOUT THE COMPANY

**Zeelandia Sp. z o.o.** is an international company based on family tradition. The company is presently a leader of baking and confectionery additives market, with highest food safety standards. The company takes care of its unique identity, applying latest technologies.

## Before NextBuy implementation

Shipping is an inherent element of every production company operations. In case of Zeelandia, which has its own transport companies database, requesting freight rates every week was too overwhelming for employees. Offer comparison process appeared to be too time-consuming. Eventually there was no time for negotiations.



## Solution

Searching for an innovative IT tool, the Procurement Department made a decision to **implement NextBuy for a trial period**. Using e-auction module for buying transport services for import was the priority for the company. During the next stage the employees started using the system for buying raw materials. Because of generated savings (both financial and process), NextBuy has been implemented permanently.

*We implement simple and effective tools, so we chose NextBuy. During the project NextBuy experts provided a perfect solution to our needs. New software sped up negotiations and enabled large-scale analysis of offers.*

Monika Gola, Purchasing Manager, Zeelandia Sp. z o.o.



# Why NextBuy?

NextBuy is a multi-module and flexible system. It allows to implement only necessary modules. The most convenient solution for Zeelandia was implementing 3 system modules: Supplier management, Tenders and e-auctions and Analyses. The diagram below presents the implementation process:

## Strategic objectives

- **buying shipping services** within the platform
- **fostering** negotiations and supplier selection process
- **simplifying** communication flow
- **increasing** work effectiveness

## Benefits

- **access to the database** from Internet browser
- **products** catalogue
- **low cost implementation** due to a possibility to activate only selected modules
- **total** supplier base management

## Effects

- **reducing service and material prices** thanks to e-auctions
- **full control** over purchasing process
- **increasing supplier competitiveness**
- **time reduction** in offer and supplier selection process

## The implemented modules

The following modules have been implemented:



**Supplier management**



**Tenders and auctions**



**Analyses and reports**

Currently Zeelandia is considering implementing additional modules.

## ABOUT NEXTBUY

NextBuy is a procurement platform created by OptiBuy experts. This multi-module system simplifies procurement department work, streamlines process management and optimizes costs. It has been supporting companies in achieving higher profitability and competitiveness for many years.