CASE STUDY

How Amica bought the car fleet and save the money?

Who?

AMICA

It's the largest Polish manufacturer of household appliances. Despite increasing foreign competition, Amica remains the leader in the Polish market. More than half of Polish homes feature at least one Amica appliance, and recognition of the Amica brand is consistently recorded at around the 87 percent level. Amica products are associated with useful technology and modern design. Customers know they can rely on Amica. Amica dominance in the kitchen is also confirmed by increasing popularity in the category of small household appliances.

The challange

The customer, Amica, wanted to purchase the car fleet – about 140 cars in the various classes. Amica needed a solution which fosters and simplifies the process. The procurement team made the decision to take advantage of NextBuy – a procurement platform. Additionally, NextBuy team offered not only the tool but also substantive support.

> Expert knowledge should be on the buyer side, but in some cases NextBuy support was really helpful.
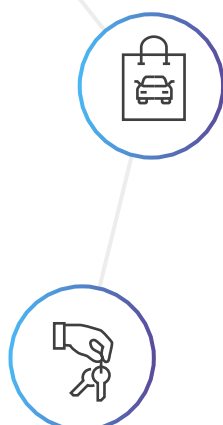
Dariusz Łochowicz
Indirect Purchasing Manager, Amica

The objective

The customer assumed to buy the vehicles in various classes.

There were 2 variants considered:

PURCHASING DIRECTLY FROM THE CAR MANUFACTURER

in order to get competitive pricing and forwarding the negotiated offer to a leasing company

FULL COOPERATION WITH A LEASING COMPANY

(negotiating the pricing with the manufacturer and leasing offer)

Finally, the customer decided to lease the vehicles as a long-term leasing which was going to include the two variants.

The solution

Having in mind the basic process assumptions, NextBuy team proposed **2-stage process.**

Stage I

Creating a very basic specification, , different for each car category (D,C and vans) and sending RFx to the selected manufacturers with no limits concerning the offers. For the first stage of the RFx process Amica used RFx module available in NextBuy which includes customizable forms with various questions types, attachments and tables.

Basing on the minimum data, the suppliers were invited to the first round. The objective was to get information regarding the pricing for a vehicle, depending on the car segment.

Basing on the data provided by the suppliers, the customer selected to the final round the car brands which met the customer's requirements.

AMICA QUALIFIED THE SUPPLIERS TO THE SECOND ROUND USING SUPPLIER EVALUATION MODULE AVAILABLE IN NEXTBUY.

Stage II

The leasing companies which were supposed to send their offers for the selected car models were invited to the second round.

Thanks to the RFx standardization,
NEXTBUY AUTOMATICALLY COMPARED THE OFFERS AND PRESENT THE MOST AND LEAST BENEFICIAL ONES. IT MADE THE VERIFICATION MUCH CLEARER.

The customer started negotiations regarding the contract final conditions with the selected supplier.

The result

The customer selected the best offer for a car fleet and best leasing offer, generating 10% savings (TCO). The whole process took 3 months, although the RFx process in the system took about 1 month.

140
VEHICLES

3
MONTHS

10%
SAVINGS

What's Amica opinion about NextBuy?

"It's a good tool to run the RFx processes, especially for the standardized categories. In this process centralization was a key as it allowed to allocate all RFx and offers data in one integrated place. It allows to have quick access to the data, compare it on the platform and export to the Excel file.

Dariusz Łochowicz
Indirect Purchasing Manager, Amica

NextBuy and Amica future

Amica aims to use NextBuy in other indirect procurement processes, such as office supplies, courier services, water. Currently Amica is planning purchase of fuels for all Polish sub-companies.

The next step will be implementing NextBuy in the companies located abroad, after the various language versions are available.
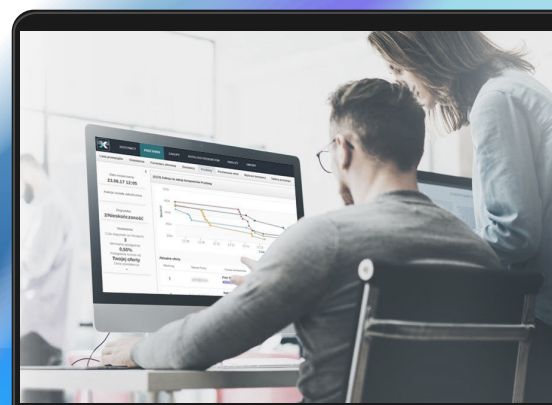
What we should work on?

NextBuy improves communication with suppliers, boosts the whole process transparency. In my opinion the reports imported to Excel could be a bit clearer as it may really support the analytics.

Dariusz Łochowicz
Indirect Purchasing Manager, Amica

NextBuy took into account all the suggestions.

Reports are now clear and ready to use!

If you want to join procurement experts who already use NextBuy,

schedule a free demo.