

CASE OVERVIEW

How STATXO Optimized €800M in Tail Spend Across 40+ Countries Using SpendXO and AI-Powered Procurement Intelligence

A global chemical manufacturer needed control over how it purchased tail materials across its operations. STATXO was brought in to bring structure, intelligence, and measurable savings to a category the business had never fully mapped.

Industry: Chemicals

Revenue: ~€7Bn

HQ: United Kingdom

Footprints: 40+ Countries

OBJECTIVE

Gain group-level control over tail material sourcing and convert visibility into savings.

SCOPE

10,000+ tail-spend SKUs across all operating regions.

ENGAGEMENT SNAPSHOT



3 Phases
Assess · Prepare · Implement

Year One
Engagement duration



€800M

Tail spend under management



10000+

SKUs brought under management



8–12%

Price gap closed vs. contract



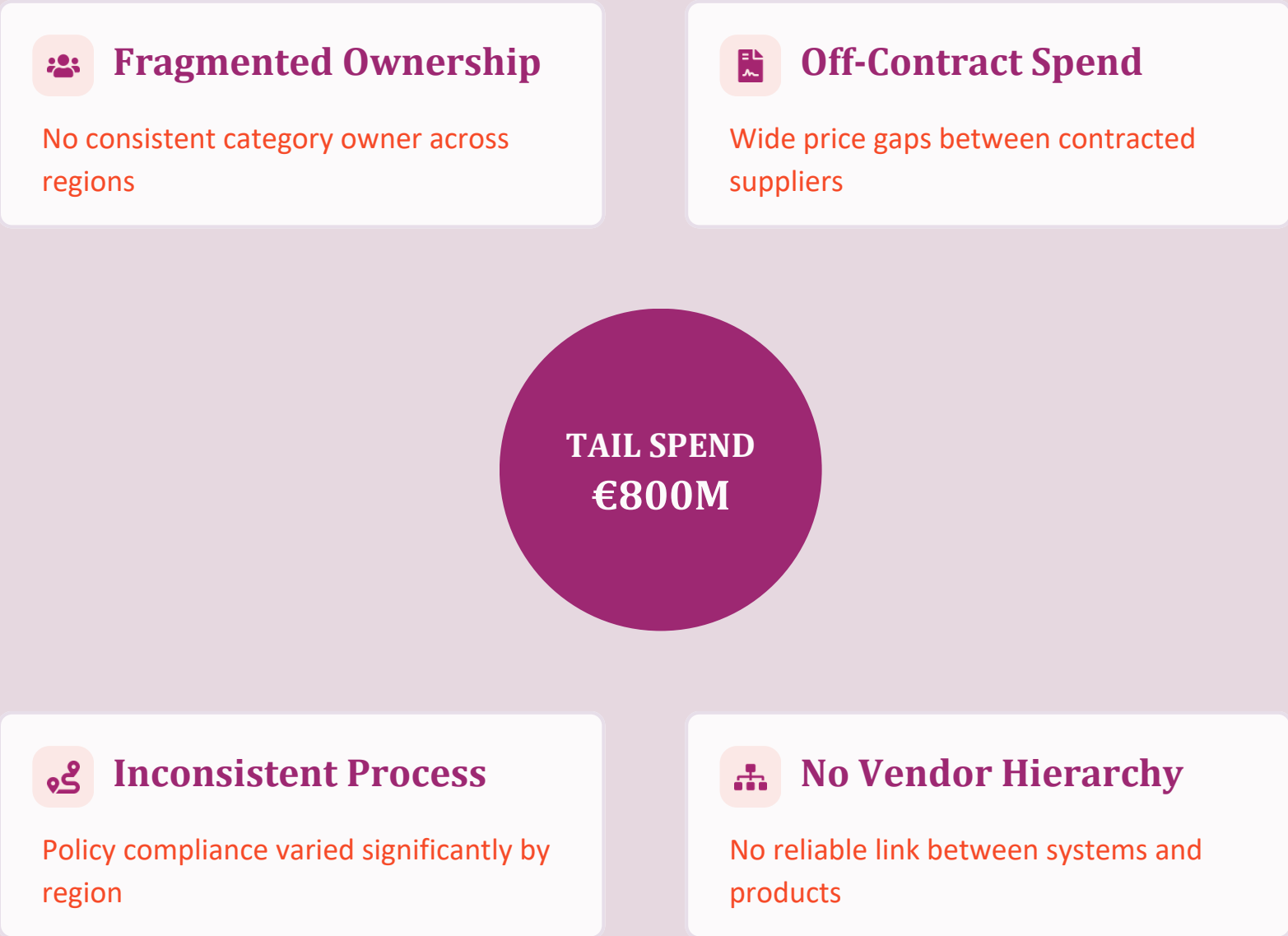
€60M

Savings delivered, year one



Tail Spend Had Grown Faster Than the Systems Meant to Track It

Individually, none of these gaps looked urgent. Together, they were shaping how €800 million moved through the business every year.



ROOT CAUSES

- Tail categories were never bundled or prioritized, so no one owned the savings opportunity.
- ERP and card-transaction data lived in separate systems with no shared supplier reference.
- Regional teams sourced independently, with limited group-level policy enforcement.



BUSINESS RISK

Left unmanaged, tail spend rarely trends down on its own. Every quarter of inaction compounds the same off-contract pricing and duplicated supplier relationships.

10,000+

SKUs with no shared classification



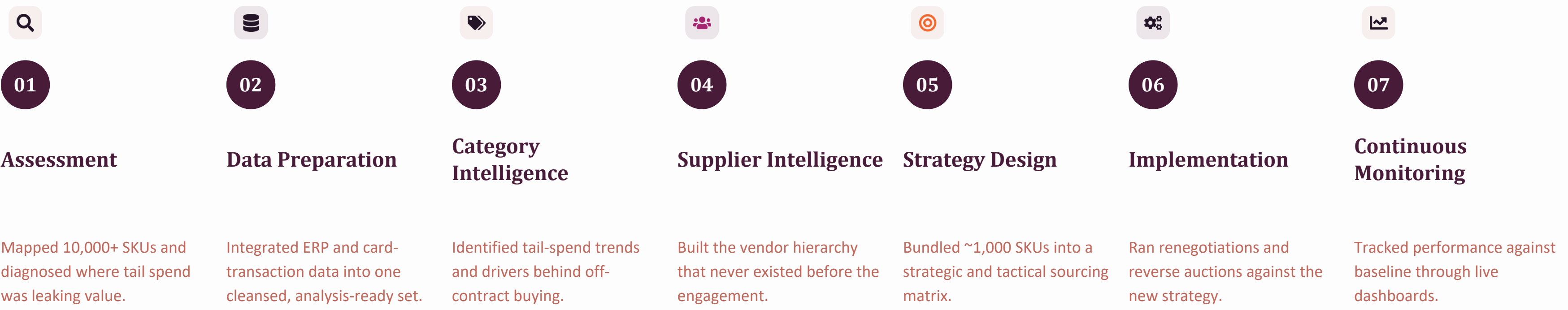
40+

Countries sourcing independently



One Connected Transformation Journey, Not a Series of Handoffs

Seven stages, run as a single accountable program from first diagnosis to the dashboards procurement teams use today.



SpendXO : The Platform Behind €60M in Savings

SpendXO unified **€800M** in **tail spend across 40+ countries**, classified **10,000+ SKUs**, identified **maverick spend**, **reduced contract leakage**, and **uncovered high-value sourcing opportunities** through AI-powered spend intelligence. By improving spend visibility, supplier governance, and procurement decision-making, **the platform delivered €60M** in first-year savings while creating **sustainable Total Cost of Ownership (TCO) benefits** and long-term procurement value.

STATXO stayed accountable for the outcome across all seven stages, not just the analytics and not just the implementation. That end-to-end ownership is what turned a one-time assessment into a program the client's own teams could run.

1 Program

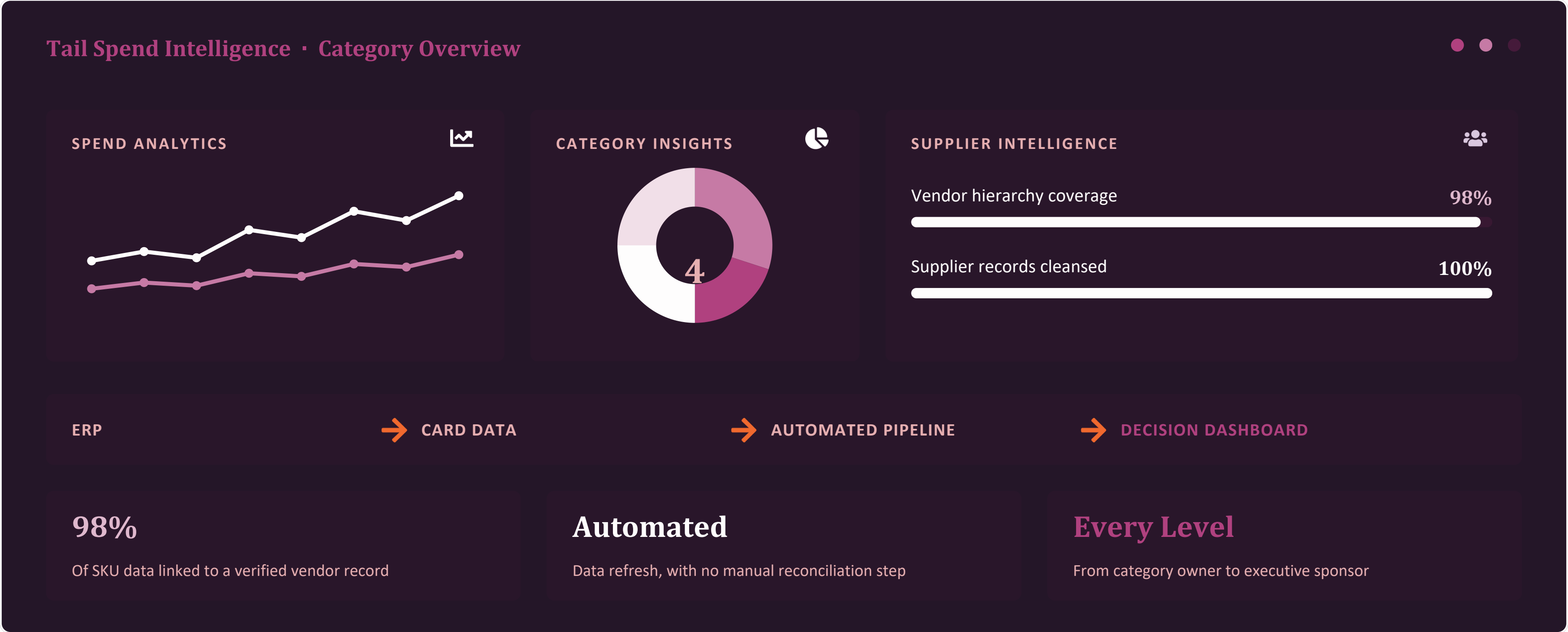
Single accountable engagement



INTELLIGENCE THAT SUPPORTED EVERY DECISION

An AI-Powered Intelligence Platform Replaced Manual Spreadsheet Work

STATXO's spend analytics and decision intelligence capability gave category owners one place to see, question, and act on tail-spend data.



The Numbers Finance, Procurement, and Operations All Agree On



BEFORE VS. AFTER

Vendor hierarchy	None	→ 98% Coverage
SKU categorization	Ad hoc	→ 10,000+ Mapped
Pricing consistency	Wide gaps	→ 8–12% Closed
Decision cycle	Manual	→ Live Dashboards

Every improvement above is still compounding: the dashboards keep surfacing savings after go-live, well beyond the first year.

The Team Closest to the Problem, on What Changed



Impressed by the professionalism and efficiency demonstrated by the STATXO team throughout the project. Their strategic recommendations significantly enhanced our procurement processes. The structured approach helped us achieve savings.

— Director, Supply Chain

ENGAGEMENT DURATION

Year One, Three Phases



BUSINESS FUNCTIONS INVOLVED

Procurement • Supply Chain • Finance



INDUSTRY CONTEXT

Global Chemicals, 40+ Countries

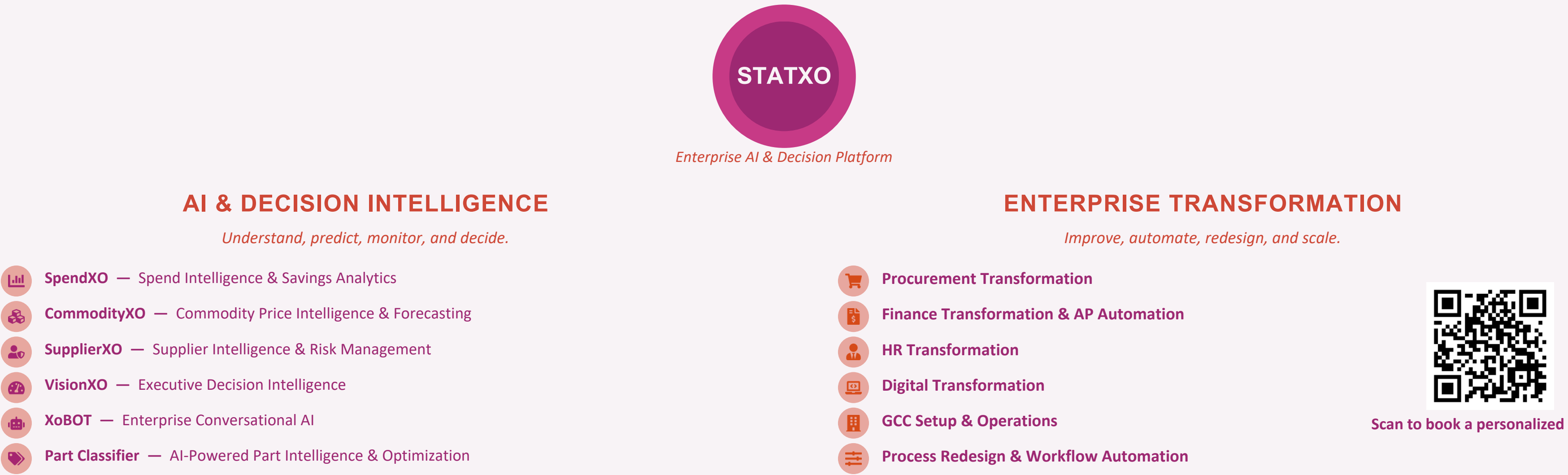


 WHY IT SUCCEEDED

One accountable team, one data model, and a sourcing strategy the client's own people could keep running.

Explore the Complete STATXO Intelligence Ecosystem

AI-powered products and enterprise transformation solutions designed to help organizations understand, predict, optimize, and transform business decisions at scale.



Ready to Solve Your Next Business Challenge?

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