



Procurement Across Europe.

Valspar.

The Challenge. Valspar wanted to engage with a supplier that could offer reliable service for their offices throughout Europe- these include sites in the UK, France, Italy, Spain, Austria, Germany, Eire and Switzerland. With a distributed purchasing structure Valspar were unable to leverage the group size to their best advantage and suffered from difficult communication when sourcing for different countries. The elimination for these problems would allow for IT to be streamlined while at the same time maximising the groups' purchasing power and reducing miscommunication across countries.

The Bechtel Solution. A European-wide agreement has been put in place between Bechtel and Valspar. Each country has its own dedicated account manager to control local purchases and Bechtel's centralised management centre in Neckarsulm allows for easy communication between offices.

Online webshops have been set up for each location. These have enabled a standardised pricing template to be deployed across Europe. The corporate webshop also streamlines the procurement process of each office while at the same time allowing the highest degree of local and 2-tier order workflow feature.

Bechtel's unique European Article System (EAS) has helped Valspar to standardise on equipment across locations, as the same Bechtel part code, with an identifying country code suffix, is used for the equivalent products throughout Europe.

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The Valspar Corporation is a Delaware corporation and was founded in 1806. The Company is a leading global coatings and paint manufacturer and distributor, based on revenues and trade publication rankings. It manufactures and distributes a portfolio of coatings, paints and related products. The Company operates its business in two reportable segments: Coatings and Paints. The Company employs approximately 7,540 persons.

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Reporting features within the webshops also facilitate immediate reports on each countries' spend, providing Valspar with high-level and in-depth overviews of their spend throughout Europe. Current spend in 2009 has exceeded 400,000 Euros and continues to grow. Regular management reviews are in place to ensure service is maintained and feedback acted upon.

Summary. In partnership with Bechtel Direct, Valspar Europe has achieved a European wide procurement partnership that delivers greater value to their business. Bechtel's end-to-end IT supply along with key relationships with manufacturers has enabled Valspar to benefit from consistency of pricing and availability throughout Europe, along with easing the strain of continental delivery issues.

Customer Testimonial

Bechtel has helped us achieve consistency of availability and pricing throughout Europe on the same items and solved our continental delivery issues.

Steve Harvey—IS Support Manager, EMEA

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