



Two Categories, One Cost Reset

How Dante Deo helped a major industrial manufacturer cut technology costs by 20% and reset its Tires & Conveyors supply base, in parallel, without disrupting operations.

OUTCOMES

20%

Reduction across hardware, software, services and telecoms

6

Months to deliver the full category review

2

Category portfolios transformed in parallel

CLIENT

A large diversified industrial manufacturer running a group-wide strategic cost reduction programme across its technology and industrial supply categories.

SITUATION

As part of a broader strategic cost reduction programme, the client engaged Dante Deo to review two very different category portfolios in parallel: Information Technology, and Tires & Conveyors. Both categories carried duplicated technologies, inconsistent pricing across commodities, and support arrangements that had never been benchmarked against the market.

IMPACT

Without a structured category review, the client faced continued spend leakage across fragmented software and hardware contracts, and a Tires & Conveyors supply base that had never been consolidated for scale. Every month of delay meant paying inconsistent, uncompetitive pricing across multiple commodities.

"Its professionalism, dedication and integrity make them a good partner within the supply chain and procurement field, and a value-adding partner we can recommend."

- Client Stakeholder, on the engagement

RESOLUTION

Dante Deo ran a detailed spend and supplier analysis across both category portfolios, consolidating suppliers to unlock economies of scale, standardising pricing models across commodities, and identifying duplicated software assets and support arrangements that could be eliminated. The team engaged stakeholders at technical, operational, management and executive level to secure buy-in across a complex, cross-functional programme. The IT category delivered a 20% reduction across hardware, software, services and telecommunications; the Tires & Conveyors RFPs consolidated supply into more favourable commercial terms, with the resulting savings realised on handover even after Dante Deo's engagement concluded.

Is your category spend still priced for how the business used to buy?

Dante Deo helps organisations reset category cost bases without disrupting delivery. Book a category cost review.