

CASE STUDY

AUTOMATE INDIRECT PURCHASING IN RECORD TIME USING FAST TRACK METHODOLOGY: A LOOK BACK AT THE AXON' CABLE PROJECT

CUSTOMER DESCRIPTION



Axon' Cable is a French industrial group, leader in design and manufacture of advanced cables, connectors and interconnect solutions for high-tech markets such as aerospace, defense, medical, automotive, energy and research.

Axon' Cable has a global presence, with some 15 plants around the world and over 2,500 employees, and relies on a network of over 1,000 suppliers to meet its customers' technological requirements.

CUSTOMER CHALLENGES

Against a backdrop of strong growth and an increasingly international organization, Axon' Cable has identified a strategic area for optimization: indirect purchasing management.

To support this transformation, in 2024 the company chose the Ivalua solution, recognized for its comprehensive coverage of the Source-to-Pay cycle. This choice reflects a strong desire to **modernize and strengthen the management of its indirect purchases**.

Deployment was entrusted to Ivalua's integrator partner Cyrias, selected for its expertise in fast-tracking projects using the Fast Track Implementation approach.

This first deployment concerns France and plans are being considered to extend the use of this platform to other countries. The objectives of this project are threefold:



**REDUCE INDIRECT PURCHASING
COSTS**



**AUTOMATE ORDER FLOWS TO
INCREASE EFFICIENCY**



**INTEGRATE THESE PROCESSES INTO
THE ERP SYSTEM WITHOUT
COMPLICATING THE EXISTING
ORGANIZATION**

ANSWERS PROVIDED

- > **Fast-track deployment of the Ivalua solution:** a packaged approach enabling use of the platform within four months.
- > **Connection to the existing supplier database,** avoiding re-entry and ensuring data reliability from the outset.
- > **Automation of indirect purchase order flows,** interfaced with the Axon' Cable ERP system.
- > **Implementation of Punch Out technology,** enabling seamless management of catalog suppliers and improved control.

KEY POINTS FOR A FAST-TRACK PROJECT

- + **Strictly defined scope:** modules linked to direct purchasing (invoicing, supply chain, etc.) were deliberately excluded to maintain focus and respect the schedule.
- + **Mobilize client teams** at key moments in the project: Design and Acceptance.
- + Be able to **adapt business processes and find solutions** that fit with the logic of the standard tool.
- + Quickly **define the data model** in order to validate the integration scheme between the IT systems.
- + Establish **clear project governance** with strong leadership capable of making decisions quickly. **Speed is a key factor for success.**



The integration of the E-Procurement tool went smoothly and collaboratively. The resources were available and the support provided by Ivalua and Cyrias was clear. Without being IT professionals, the Axon' Cable teams quickly adopted the solution, and we're seeing real gains in efficiency for our overheads purchasing.

Brice Thouant
AXON' CABLE
Buyer



KEY FIGURES



122 suppliers onboarded



11 Punchout with partner suppliers



4,700 items in the Ivalua catalog



280 orders submitted to suppliers (in two and a half months)



350 receipts on these orders managed by API from Axon Cable's ERP system