



CASE STUDY

INTERCONNECT SOLUTIONS COMPANY (ISC)

DISCOVER HOW ISC UNLOCKED PROCUREMENT EFFICIENCY WITH SIMFONI'S PaaS SOLUTION

OVERVIEW

ISC faced persistent procurement challenges, operating in a reactive mode with fragmented processes, uncontrolled spending, and limited supply chain visibility. These inefficiencies led to higher costs, reduced negotiation power, and restricted business growth. Without structured procurement strategies, ISC struggled to maintain cost control and supply chain resilience.

Leveraging Simfoni's Procurement-as-a-Service (PaaS) solution, ISC transitioned from a manual, resource-intensive process to a data-driven, strategic procurement approach. With real-time spend visibility, automated supplier management, and streamlined purchase-to-pay operations, ISC gained greater efficiency, improved margins, and enhanced control over procurement activities.

“Simfoni has helped us move from a reactive to a proactive approach. Their platform has provided clarity and control, allowing us to focus on strategic goals and achieve measurable growth.”

- Nick Kendall-Jones, CEO, ISC



THE SOLUTION

ISC leveraged Simfoni's PaaS platform to automate and optimize procurement workflows. The fully managed BuyDesk, AI-driven spend analytics, and advanced sourcing capabilities streamlined supplier negotiations and consolidated payments, reducing complexity. ISC also gained access to Simfoni's extensive supplier marketplace, optimizing costs while ensuring compliance.

Simfoni's PaaS model enabled ISC to integrate procurement as a strategic function, rather than a back-office task. Through real-time data insights, automated sourcing, and supplier consolidation, ISC achieved significant operational efficiencies and financial savings, making procurement a growth driver rather than a cost center.

KEY OUTCOMES

Enhanced Spend Visibility:

ISC gained full visibility into procurement activities, enabling real-time tracking of spending trends and supplier performance. By leveraging advanced analytics and AI-driven insights, ISC reduced rogue spending, identified inefficiencies, and optimized procurement strategies for better cost control and operational effectiveness.

Supplier Consolidation & Management:

By integrating Simfoni's supplier marketplace and BuyDesk, ISC streamlined supplier selection, onboarding, and contract negotiations. Automated invoicing and vendor consolidation reduced administrative burdens, ensuring faster transactions, improved compliance, and strengthened supplier relationships while maintaining cost efficiency and performance consistency.

Operational Efficiency Gains:

With digitized procurement processes, ISC eliminated manual, time-consuming tasks, allowing teams to focus on high-value initiatives. Automated purchase requisitioning, sourcing workflows, and order approvals improved agility, while enhanced visibility into procurement data enabled proactive decision-making and a more strategic approach to spend management.

Significant Cost Savings:

ISC achieved a 30% cost reduction by leveraging Simfoni's AI-powered procurement solutions, strategic sourcing capabilities, and supplier negotiation expertise. The self-funded PaaS model maximized savings through bulk purchasing, automated spend classification, and competitive supplier engagements, significantly improving bottom-line profitability.

WATCH THE VIDEO TESTIMONIAL

Hear from Nick Kendall-Jones, CEO of ISC, as he shares how Simfoni's PaaS solution empowered ISC to achieve greater procurement control, supplier efficiency, and financial savings.

Learn about their journey to optimize processes, improve efficiency, and achieve sustained growth.

— [Click here](#) to watch Nick Kendall-Jones discuss the impact of Simfoni on ISC's operations.



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