

CASE STUDY



# De La Rue sees it all with Rosslyn



DeLaRue



With improved data visibility and team productivity, the De La Rue procurement team have seen significant benefits from the Rosslyn platform.

With a global supply chain serving its bank note manufacturing facilities in six different countries, De La Rue manages over 2,000 supplier relationships. Until recently, supplier data was held locally, which made reporting and spend management less efficient.

As Carolyn Dixey, Head of Group Procurement at De La Rue, explains: “Previously, De La Rue had to spend time gathering information on suppliers and spend data from our individual manufacturing sites.

This lack of automated data visibility made the procurement team less efficient as they supported the business and managed both cost and risk.

## Now they see it

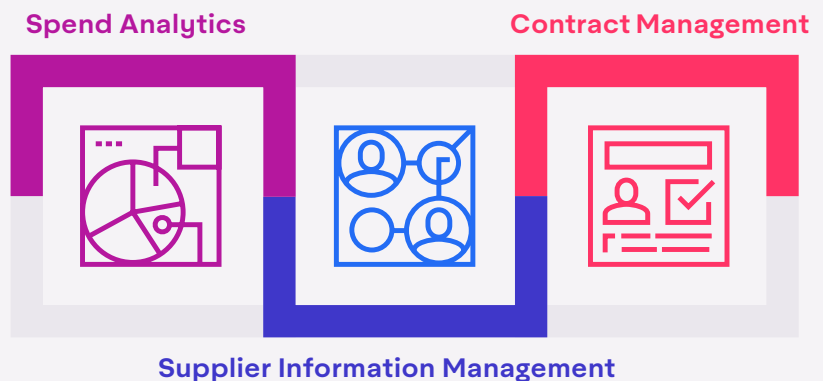
After the company implemented a new UK finance system, the De La Rue procurement team looked to build on that with a spend analytics system. Having trialed one that provided data aggregation, but no analytics capability, De La Rue turned to Rosslyn.

Using the Rosslyn Spend Analytics, Supplier Information Management and Contract Management modules, the procurement team now has quick and easy access to comprehensive information on suppliers and how much De La Rue is spending with them through the Spend Analytics dashboard.

All of which has turned the De La Rue procurement team into Rosslyn advocates: “Rosslyn has become a key tool in our professional armory”, Carolyn says. “Rosslyn has helped us to take a real step forward by having quicker, more efficient, and intuitive visibility of our full supply base.

“Having a centralized portal and automated process means key stakeholders in governance and compliance are better plugged in. The Rosslyn platform has made it easier to build supplier understanding and maintain the quality of data organization.”

Using Rosslyn means the De La Rue procurement team is now in control of all governance and spend visibility.



This empowers them with powerful and rapid reporting capabilities across all 2,000 suppliers.

With the Contract Management module, all De La Rue supplier contracts are aggregated into one place, assisting compliance and avoiding accidental contract rollover.

The manual and resource intensive task of vetting key suppliers for compliance requirements is now a thing of the past, thanks to the Supplier Information Management module. The De La Rue procurement team can now instantly access supplier details, ensuring any reporting requests are rapidly managed.



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**Carolyn Dixey**  
Head of Group Procurement, De La Rue

## Feeling the difference

“Without Rosslyn my job would be more difficult,” Carolyn adds. “I would find it harder to predict the impact of events, I would need to invest more time and resources into our compliance agenda, and would therefore have less time and resources to invest in our strategic priorities. I can even see the benefit when it comes to retaining great Category Managers, as Rosslyn removes the frustrations around having to manually compile data.”

The Rosslyn platform has also really helped De La Rue to react quickly to unforeseen events, such as the Covid-19 pandemic and the Russian invasion of Ukraine. The Rosslyn dashboard enabled De La Rue to understand their supply chain exposure when the invasion occurred within minutes. “Previously it would have taken time to review data with each manufacturing site and it would have been harder to get to the full answer,” Carolyn states.



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**Carolyn Dixey**  
Head of Group Procurement, De La Rue

