



DETERMINE™
Vision. Insight. Control.

RCI Banque

Spotlight:

Goals

- Transforming global procurement and finance processes across the organization
- Organize, control and improve the contract management process
- Centralizing and automating invoice with native workflow

Client Spotlight:

RCI Banque

groupe RENAULT

RCI Banque specializes in automotive finance and services to customers of Renault, Nissan, Dacia, Infiniti and Renault Samsung Motors.

Offices in 38 countries in Western and Central Europe, South America, North Africa, Russia and South Korea
Mission is to provide a full range of financing and services to consumers, businesses and local networks

The Challenge

From 2005 to 2010, the group identified areas of improvement within the purchasing processes, including:

- Purchasing processes that were not properly documented or tracked
- Spend management was lacking control
- Vendors were not actively managed, measured or challenged
- The invoicing process was decentralized and complex
- Business managers didn't have a direct and simple visibility on the budget at the time of approving a purchase order
- The complex approval process was time-consuming
- Difficulty in validating the correct procedure for the receipt of goods and services due to the ERP rigidity

In 2013, RCI Banque decided to transform its global procurement practice on all purchasing processes across the organization



800

suppliers



2 800

Purchase requests



12 000

Invoices



<https://www.youtube.com/watch?v=O3VHiiiU4IM>

The Solution

After short-listing several procurement software providers, RCI Banque selected Determine for its uniqueness within the market. Determine provided RCI Banque with an innovative, flexible and cloud-based solution that combines procure-to-pay and OCR technology (Readsoft online) while remaining interfaced with SAP for bank transfer.

“ Determine has always been keen on understanding our needs and finding solutions to meet our expectations. ”

– Jean-Christophe Labarre
Group Purchasing Director, RCI Banque

The Results

By covering all their business requirements, Determine helps RCI banque to modernize their purchasing process through:

- Better control and management of information allowing users to act responsively delivering a virtuous circle of improvement
- Real-time visibility into the Business Projects allowing to improve processes, whilst measuring vendors' performance and benchmark them on a regular basis
- Ease of use and adoption enabling RCI banque users to find the right information at the right time in the application
- Improvement of supplier Relationship via the reduction of time spent on the "pay" process
- Reports creation and customization enabling RCI banque decision makers to map out a more efficient strategy

RCI Banque wants to spread its use across multiple locations to consolidate their purchasing activities.

“ We are fully confident that our revamped processes and software solution are helping us to challenge our targets, vendors and costs. ”

– Jean-Christophe Labarre
Group Purchasing Director, RCI Banque

About Determine, Inc.

Determine (NASDAQ: DTRM) is a global provider of SaaS enterprise contract lifecycle management, strategic sourcing, supplier management, and procure-to-pay solutions. As a recognized leader in the industry, Determine provides deep innovative capabilities in Enterprise Contract Lifecycle Management, eProcurement, eSourcing, Spend and Procurement Analysis, Supplier Information Management, Invoicing, and Catalog Management. Since 1996, Determine has helped global companies actively manage their contracts throughout the sales, procurement, and legal life cycle. Determine's enterprise contract lifecycle management, strategic sourcing, supplier management, and procure-to-pay software solutions drive critical operational business value that effectively accelerate revenue opportunities and minimize risk through compliance. A recognized leader in the industry, our patented technology assists customers across a myriad of industries—including high-tech, telecommunications, manufacturing, healthcare, and financial services. Determine also provides a powerful configuration engine, which Fortune 500 companies use to increase revenue by facilitating the right combination of products, services, and price. For more information, please visit: www.determine.com

Contact Us

English:
Phone: +1.877.712.9560
sales@determine.com

French:
Phone: +33 (0)1 83 64 03 10
contactfrance@determine.com



DETERMINE™
