

SOURCING DOJO

**logitech**

**Increasing Engagement &  
Gaining Visibility into the  
Procurement Process**

## At a glance

# Logitech



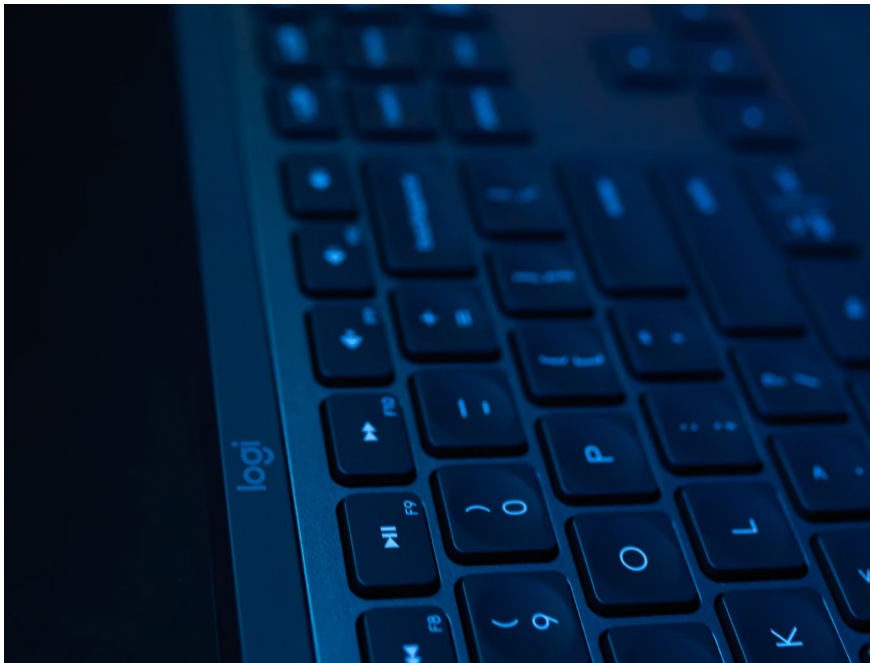
**Computer peripherals & software manufacturer**



**2022 Revenue: \$5.48 billion**



**Headquarters: Switzerland & U.S.**



# Challenges

In today's increasingly digital world, the need for innovation is critical to Logitech. The demand for technology to be better and work faster than ever before has ensured innovation stays paramount to their processes.

But introducing and developing new technology has meant the supply chain at Logitech needs to be managed closely. Having previously outsourced their procurement process, the function was brought internally less than 5 years ago. The assembled team was small and with no technology in place, they struggled to manage their spend and data.

There was a clear need for the team to cut down on their eSourcing efficiency and the time associated with running RFPs. To combat this challenge, the Logitech team identified Market Dojo as a potential provider.

One of the most important factors to the Logitech team was the need for urgency with any potential solution. It was Market Dojo's on-demand functionality that really sang to David and his team, giving them the flexibility to use our solution as and when they needed it, without any significant start-up costs, or training.

“We needed a solution that would be easy to use and given where we were in our development, we wanted something that could really revolutionize how many RFPs we can do at once, with minimal barriers to entry. Market Dojo worked for us on all those levels.”

**David Latten**

Head of Global Indirect Procurement Logitech

# Solution

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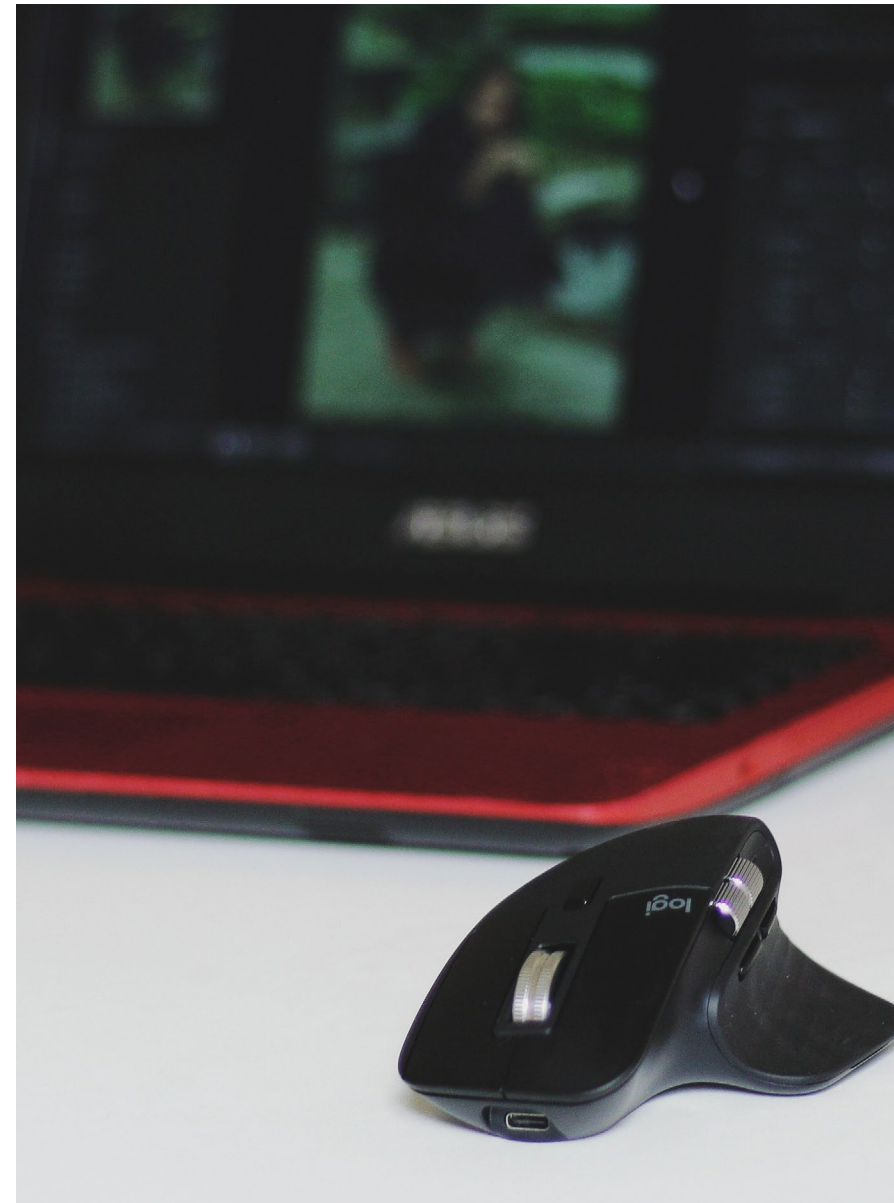
Recently, the Compliance department at Logitech decided to use Market Dojo to run a very niche event. The team were running global compliance tenders, reaching out to agents across the globe to sign off their products as compliant across different countries.

The team had previously run these events manually using spreadsheets and emails, which was a time-consuming process and difficult to manage. Faced with this challenge, they had initially considered specialist tools built to specifically run tendering events for compliance. However, these specialist solutions came with specialist price tags.

Having initially wanted to identify an eSourcing solution as an efficiency play for their smaller team, Logitech's Procurement function has benefited in a number of other ways.

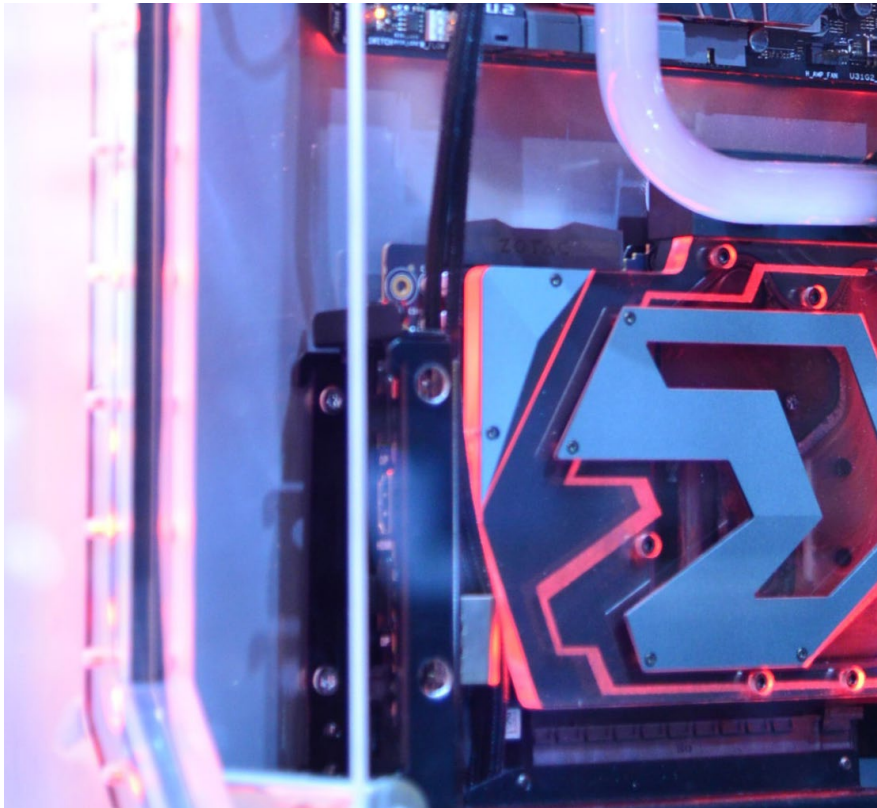
■ ■ ■ **“The success was apparent almost right away. Members of the group went from being able to run maybe 1 or 2 RFPs at once, to a handful of them simultaneously within weeks. It has really enabled the team to impact a lot more of the business.”**

**David Latten**  
Head of Global Indirect Procurement Logitech



- ■ ■ **“Market Dojo is easy to pick up and play and the barriers to entry from a cost perspective, are very low. This does what we need.”**

**David Latten**  
Head of Global Indirect Procurement Logitech



## Results

One thing that has changed internally, is the wider organization’s perception of procurement. Having previously struggled to run time-efficient RFPs with sufficient ROI, the new way of working has helped the team to influence more areas of the business with effective returns. As well as working on a greater number of events, the quicker turnaround times, meant the team were able to modify their previous spend limits.

The low cost of operating Market Dojo, meant Logitech was able to secure their initial ROI, within the first couple of projects they ran. Their impressive results to date could be summarized by the previously mentioned compliance tender, where the team were able to generate an impressive £300k saving, cutting their total spend in the category by a third.

The final point of eSourcing success came from Logitech’s Suppliers, who are now able to work with the company more effectively through the platform.

- ■ ■ **“We could start getting involved in an extended range of projects that we wouldn’t have before. With the eAuctions, we’ve seen that it’s not only an efficiency play, but we’re seeing very good results in pricing that I don’t think we could have dreamed of in the traditional way of running RFPs.”**

**David Latten**  
Head of Global Indirect Procurement Logitech

# Want to automate your procurement process like Logitech?

**Get in touch with Market Dojo.**

## **About Market Dojo**

Market Dojo offer an array of capabilities to help procurement professionals get the most out of their sourcing and supplier engagement activities.

Whether you're looking to run 'on the spot' eAuctions, revamp your Supplier Onboarding process, or simply a safe place to store your all important supplier contracts, we have the tools to help.

We believe in making better eSourcing a reality for all procurement teams, regardless of location, experience or budgets. All our products are fully on demand, designed by procurement professionals and built with a focus on ease of use.

