CASE STUDY

VERSATEX

Indirect tail spend management creates scalable procurement control

For a Fortune 500 global industrial manufacturer, Versatex manages approximately $65M in annualized indirect tail spend across 800 suppliers, 6,800 purchase orders, and nearly 600 internal users.

CLIENT PROFILE

A Fortune 500 publicly traded global manufacturer with multi-site operations across North America, Europe, and Asia. The company generates more than $20 billion in annual revenue and serves customers across utility, commercial, residential, aerospace, and mobility markets.

ENGAGEMENT SNAPSHOT

- **Industry:** Industrial manufacturing
- **Scope:** Indirect tail spend management
- **Spend managed:** ~$65M annualized
- **Supplier base:** ~800 suppliers
- **Transaction volume:** ~6,800 purchase orders
- **Users supported:** ~600 internal users
- **Ledger coverage:** 99 financial ledgers
- **Versatex role:** Managed procurement services partner

$65M	800	6,800	~600	99	FULL	0
ANNUALIZED INDIRECT TAIL SPEND	SUPPLIERS GOVERNED	PURCHASE ORDERS PROCESSED	INTERNAL USERS SUPPORTED	FINANCIAL LEDGERS COVERED	3-WAY MATCH VALIDATION	ADDED CLIENT FTE

01 / THE CHALLENGE

The client's indirect tail spend environment was highly distributed, with a large supplier base, low individual spend per supplier, high transaction volume, and significant administrative burden across hundreds of internal users.

Even where contracted rates existed, value leakage persisted through off-contract purchasing, manual PO processing, delayed payments, invoice exceptions, and inconsistent vendor compliance.

The client needed a managed service partner that could absorb day-to-day procurement complexity while strengthening control, visibility, and compliance without adding internal headcount.

02 / THE VERSATEX APPROACH

Versatex deployed an integrated managed service model combining procurement operations, technology enablement, supplier coordination, and governance.

- **End-to-end P2P management** — PO issuance, supplier coordination, invoice processing, three-way match validation, and exception resolution.
- **Unified buying platform** — a single requisition-to-payment experience integrated with the client's ERP and supplier punch-out catalogs.
- **Vendor compliance and governance** — contract enforcement at point of order, off-contract flagging, onboarding controls, and supplier performance monitoring.
- **Payment and dispute resolution** — standardized payment cycles and centralized issue resolution.
- **Spend analytics and visibility** — real-time dashboard visibility across suppliers, categories, users, and ledgers.

03 / RESULTS

Versatex manages approximately $65M in indirect tail spend across 800 suppliers under a single managed procurement model.

The Versatex platform processes approximately 6,800 purchase orders with three-way match validation and contract compliance controls, replacing fragmented manual workflows.

Nearly 600 internal users across 99 financial ledgers are supported through a unified buying experience, giving the client scalable procurement control without adding internal headcount.

The result is a more governed, visible, and scalable operating model for a complex tail spend environment.

> *Versatex gives the client one governed operating model for a spend environment that was previously fragmented across suppliers, users, and ledgers.*