



CLIENT CASE STUDY

Client Profile



Lex is the leading contract hire company in the UK, with unrivalled experience in providing award-winning, bespoke fleet solutions.

UK, with unrivalled experience in providing award-winning, bespoke fleet solutions.

At the time of this assignment, Lex Service covered five main operating divisions with a turnover of over £2 billion including 105 car dealerships, Lex Vehicle Leasing, Harvey Truck rentals, Transfleet, a commercial vehicle rental provider and the Hyundai Distribution for the UK.

ADR People drives big savings while bridging the gap at fleet hire company

The Challenge

With more than 150 locations in the UK and no effective co-ordination of purchasing across sites or business units, Lex had put in place their first group head of purchasing. But the new appointee unexpectedly departed. Lex wanted to maintain the initial momentum but had no immediate resource available with the right mix of operational procurement skills combined with the experience and communication abilities to work with internal clients, the deputy CEO of the group and the senior executives of the operating divisions.

The ADR People solution

An ADR People interim was employed as the interim group head of purchasing to build on the initial progress for an initial four-month period for two days a week. As Lex began to recognise the benefits of the ADR People interim, the assignment was extended to three days a week and eventually extended to nine months.

The Results

The ADR People interim was able to fit quickly into the organisation, establish credibility at all levels and work with the operating divisions not only to maintain the momentum already started but also to work on the major category areas to deliver substantial savings. The ADR People interim was able to deliver significant bottom line results in categories such as gas, electricity, lubricants, paints and consumables and several other indirect categories.

The ADR People interim was also able to support the development of the company's vision and structure for group purchasing and to enhance local purchasing skills through one-to-one coaching.

Once the new head of purchasing had been recruited, the ADR People interim was able to facilitate a smooth handover.

About ADR People



Tel: +44 (0)870 240 1667

info@adr-people.com

ADR People provides clients with dedicated and specialised resourcing services focused on quality procurement people. With 23 year's experience working with over 350 clients in 50 countries, ADR are the specialists in procurement.

