



## CLIENT CASE STUDY

### Client Profile



**Nokia** is the world's leading mobile

comms company. It makes a wide range of mobile devices and provides people with experiences in music, navigation, video, television, imaging, games and business mobility. Nokia also provides equipment, solutions and services for communications networks.

## ADR People delivers on Eastern promise for mobile world-leader

### The Challenge

**As Nokia were building and developing their indirect procurement organisation in the Asia Pacific region, they were also rolling-out category management throughout their existing organisation.**

This led to increased demand for high-level and experienced procurement resources to build the procurement organisation in Singapore and Beijing. Unable to find these resources internally, Nokia turned to ADR People for support.

### The ADR People solution

ADR People was able to provide a high-level procurement manager with both an operational purchasing and consultancy background. The ADR People interim was selected for their mobility and international experience and their ability to work with both the Nokia culture and within a Far Eastern business environment.

### The Results

The ADR People interim was able to be based in the Asia Pacific region, supporting the APAC sourcing director in building the procurement organisation while implementing the Nokia category management process with the local teams.

Working operationally, the ADR People interim was able to support the sourcing director in recruiting, structuring, organising and managing the performance of the growing organisation. Taking responsibility for the implementation of the Nokia category management process in the region, the ADR People interim was able to provide coaching, training workshops and one-to-one guidance for all the local sourcing teams, while liaising with consultancy teams in each of the other regions.

Finally, the ADR People interim was able to lead key strategic sourcing projects including the outsourcing of facilities management services, delivering significant savings in many areas.

Recognising the benefits of the ADR People interim, the initial six-month assignment was extended to more than 12 months. Once a permanent resource was recruited the interim was able to provide a complete handover.

### About ADR People



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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.

