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KIDDE

Safety firm gains e-procurement purchasing protection

With its far-flung global operations through 50 subsidiaries around the world, leading fire and safety products manufacturer, Kidde plc was a prime candidate to launch e-Procurement.

Kidde, whose products and services set the benchmark for fire safety detection, prevention and protection, supplies a range of well-known and trusted brand names in the field.

The company operates throughout Europe – with main bases in the UK, Italy, Scandinavia (Denmark, Sweden and Norway) as well as in North and South America.

Harness the expertise

Fire protection is required in a wide range of diverse markets – from banks, supermarkets and shopping malls to data centres; from trains, trucks and tankers to oil platforms and refineries – these all harness the expertise of Kidde, who can even deal with dust explosion protection.

Nearly the entire civil aviation industry – 95 per cent of the world's aircraft – use Kidde products to safeguard their systems. Military aircraft also use Kidde protection extensively.

At the opposite end of the spectrum, Kidde supply domestic carbon monoxide and smoke alarms, fire and intruder alarms.

Kidde's specialist spheres in products and services are equally diverse. For starters, Kidde is expert in the monitoring of fuel burning in boilers and the company's flame scanners are widely used in heating systems, burners and incinerators.

The power industry also makes extensive use of combustion efficiency and emission

monitoring solutions manufactured by Kidde.

Against this backdrop of diverse operations and with a total indirect purchasing spend of around \$60 million, Kidde realised the company could achieve significant cost savings through greater control of the purchasing process.

In particular, Kidde wanted to consolidate its purchasing process, go 'paper less' as well as improve supplier relationships. An e-Procurement solution was clearly what was required.

Kidde selected UK-based IBM Business Partner, Digital Union – a prime user of IBM's WebSphere Commerce Suite platform – to create the e-Procurement solution demanded.

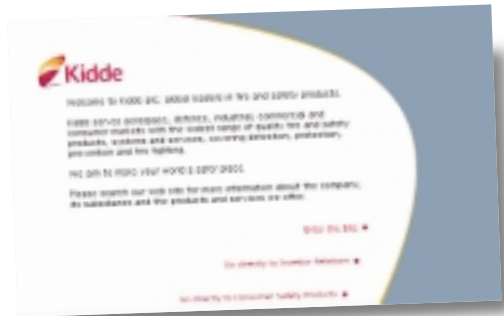
Kidde's brief was for the creation of a solution which enabled users in companies within its Group to purchase online with minimal delays – with both an internal and external interface. The system had to be cost-effective and easy for both buyers and suppliers to use.

No 'Mavericks'

Scalability – for future expansion – was also a requirement. An automated and controlled purchasing process, which eliminated the possibility of 'maverick' purchasing was Kidde's aim.

Said Kidde plc's e-business Manager: "The focus for Kidde has been on cost reduction, control and improving efficiencies in indirect purchasing. However, that doesn't mean to say we couldn't use it for direct purchasing, we chose to start with indirect."

Digital Union selected IBM's WebSphere



Commerce Suite product as the basis for the solution. Said Patrick Lawton, Chief Executive Officer, Digital Union:

"Along with our ezMarket procurement for e-business, solution, we knew that the IBM WebSphere Commerce Suite would be the most cost-effective way for the customer to implement indirect procurement.

"It supports industry standards and enables clients to integrate with their supplier networks. Additionally, it's established their entire e-business infrastructure and platform allowing them to deliver additional solutions to the business such as Content Management and Collaboration without reinvesting in the infrastructure."

The customer is delighted with their solution. Said Kidde's Group Purchasing Manager:

"We expect that we'll have our payback in less than a year."

"We knew that IBM's WebSphere Commerce Suite would be the most cost-effective way for the customer to implement indirect and direct procurement. It supports industry standards and enables clients to integrate with their supplier networks."

IBM Business Partner, Digital Union's Chief Executive Officer, Patrick Lawton



THE SOLUTION

- IBM WebSphere Commerce Suite
- Digital Union's ezMarket procurement for e-business

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