Cutting time to contract **in half**
with Artificial Intelligence

One of our clients, a major agency overseeing large-scale European programs, was facing substantial project delays due to lengthy procurement timelines with various industrial stakeholders.

The consequences were clear: teams were often mobilized without purpose, and project costs increased significantly as a result.

To address this challenge, the agency partnered with Mews Partners to take on an ambitious goal: Reduce time to contract by 50%.

Project Objectives

Equip client teams with digital tools that enable them to:

Manage the procurement process more effectively

Develop targeted action plans to significantly reduce contracting timelines

Our approach

Modeling and understanding the real procurement process 1

Collection, structuration, and analysis of procurement-related data from the client's two primary information systems.

"Theoretical" view of the process (its actors, roles, responsibilities, and decision points)

Through collaborative workshops with operational and quality stakeholders, we confronted this theoretical framework with the realities of day-to-day activities.

Clear picture of the actual procurement process.

Process modeling and evelopment of a comprehensive data dashboard.

By cross-analyzing previously siloed datasets, our models offered a deep understanding of how procurement was truly functioning, and precisely where performance was breaking down.

Deployment of a global procurement dashboard providing client teams with the ability to:

- Monitor all ongoing procurements in real time
- Access forecasts based on historical data
- Automatically flag high-risk contracts
- Manage data quality to ensure reliable, decision-ready insights

2 Simulating time to contract performance to secure decisions

Identification of the key performance drivers of procurement activities (such as the contracting entity, contract type, workload of involved resources, volume, and embedded constraints).

Assessement of the influence of each parameter on procurement performance.

Construction of a predictive model to evaluate and anticipate process efficiency.

Using machine learning, the AI system leveraged historical data to project the likely impact of various actions based on context (contract type, volume, procurement category, etc.). It provided granular estimations of performance at each phase of the contracting process.

Deployment of a decision-support tool that now enables client teams to :

- Simulate a range of optimization scenarios (e.g. doubling team capacity, adjusting contract type distribution)
- Forecast the effects of these scenarios on contracting timelines
- Identify the most effective actions to reduce time to contract based on quantified impact

Client benefits

+700
procurements (representing €21 bilion), now managed in real time via the global procurement dashboard

time to contract **halved** through the development and execution of a tailored, data-driven action plan

About us

Mews Partners is an independent management consulting firm with a team of nearly 300 professionals. Founded in 1992 in Toulouse, at the heart of France's aerospace and aviation hub, the firm has since expanded to Paris, Marseille, Nantes, Lyon, Munich, and Hamburg. Today, we offer consulting services across 10 areas of expertise, addressing the needs of a wide range of industrial sectors.

What sets Mews Partners apart is our deep operational expertise, spanning the entire value chain: from R&D to Supply Chain. This domain knowledge is further enhanced by our extensive experience in digital transformation and data management, embodied by the creation of Mews Labs: a dedicated unit of data science and artificial intelligence specialists. Through this capability, we develop advanced solutions to model complex systems and organizations, enabling scenario-based decision-making and driving effective change.