

# DEPLOYING MANAGED SERVICES TO OPTIMIZE PROCUREMENT



## BUYER DESK

These services support day-to-day buying, including processing purchase orders and driving compliance to preferred suppliers.



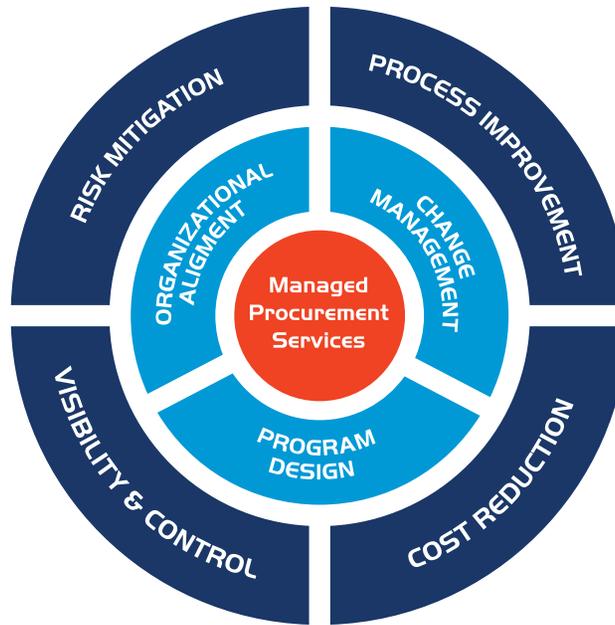
## TECH DESK

These include the management of procurement technology systems for user help desk, technical support and incident management.



## SAVINGS DESK

These include leading strategic sourcing projects, and providing end-to-end category management services for non-core spend areas.



## WHY MANAGED SERVICES?

A managed procurement service will provide your company a unique competitive advantage.

## REDUCE LABOR COSTS

Hiring and training procurement staff can be very expensive and temporary employees may not live up to your expectations. Outsourcing lets you focus your human resources where you need them most.

## STAY FOCUSED ON YOUR CORE BUSINESS

Removing distractions will help refocus your company's resources to your core business. Outsourcing will allow your business to stay focused on your core business.

## INCREASE EFFICIENCY AND COMPETITIVENESS

Organizations that try to do all procurement in-house themselves can have much higher recruiting, training and overhead, all of which increase costs and are ultimately passed on to internal customers.

## CONTROL PROCUREMENT COSTS

Outsourcing converts fixed Procurement costs into variable costs and allows to budget effectively. In other words, only pay for what you use when you need it.

## LEVEL THE PLAYING FIELD

Most mid-sized businesses can't afford to match the in-house support services that larger companies maintain. Outsourcing can help small companies act "big" by giving them access to similar technology, and expertise that large companies enjoy.

**TO STREAMLINE COMPANY OPERATIONS, SOME LOOK TO OUTSOURCE NON-CORE ACTIVITIES. ROUTINE PROCUREMENT TASKS CAN BE A FOCUS OF THESE EFFORTS.**

## BENCHMARKING DATA INDICATES THAT:



28.4%

Outsourcing non-strategic procurement activities



12.0%

Plan to start in the next two years

Outsourcing non-strategic activities allows organizations to achieve a greater percentage of their purchases from:



## ORGANIZATIONS WITH CLEARLY IDENTIFIED ORGANIZATIONAL STRATEGIES HAVE THE OPPORTUNITY TO:



Outsourcing procurement activities not aligned with those strategies, despite the extra expense



Eliminate waste in the process they keep in-house to balance out the extra expense