

WHICH SOURCING TACTIC DO YOU NEED?

Deploy a structured sourcing methodology that delivers sustainable cost savings, enriched supplier relationships and genuine reduction in TCO. Based on the origination of the spend, different approaches to sourcing are considered.

POWER



Compared to achieving improved fitness, existing spend opportunities must leverage a more comprehensive strategy to win.

SPEND ANALYSIS

MARKET INTELLIGENCE

CATEGORY STRATEGY

MANAGE RFX

NEGOTIATE

IMPLEMENT

16-20 weeks

**6 STEP
PROCESS**

FOR HIGH SPEND &
STRATEGIC SUPPLY

SPEED



Like a sprint, new spend opportunities require rapid reaction time and quickness to get to the finish line.

PROJECT CHARTER

NEGOTIATIONS

SUPPLIER AWARD

6-8 weeks

**3 STEP
PROCESS**

FOR NEW SPEND &
PROJECT-BASED

EVERY SOURCING PROJECT
REQUIRES A FORMAL
METHODOLOGY AND
DEDICATED EXPERTISE



Accelerate with
eSourcing Tools



Add power by
Leveraging Benchmarks



Utilize Expertise
& Best-Practices



Wins that result in
Sustainable Savings