

ACHIEVING SAVINGS



We've helped dozens of clients improve their sourcing programs allowing them to realize significant cost savings, increase sourcing efficiency and enhance supplier relationships.

Some of our recent client results include:



\$600
Million

Total savings realized across more than 50 clients

6.8%

Average sourcing savings achieved

11.9%

Average TCO savings achieved

450

Sourcing projects successfully delivered

\$5B

Client spend managed

ABOUT STRATEGIC SOURCING

Strategic Sourcing is a procurement process whereby category managers work closely with internal stakeholders and suppliers to optimize cost savings balanced with value, while aligning to the overall business strategies of the enterprise. The approach is founded on a detailed understanding of both the spend profile of the organization, as well as of the supplier market. This understanding is continually updated in order to deliver ongoing improvements to the organization's procurement and supply chain performance.

SOURCING LEVER EXAMPLES

- Competitive bidding
- Price benchmarking
- Volume discounts
- Buying power
- Reverse auction
- Build vs buy
- Demand planning
- Supplier consolidation
- Risk management
- Supplier innovation
- Outsourcing
- Compliance
- GPO
- Service levels
- Inventory management
- Logistics integration
- Performance penalties
- Agreement terms
- Data mining
- Globalization

STRIVING FOR BEST IN CLASS



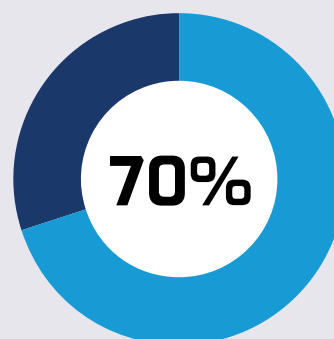
Sourcing Savings



Sourcing Cycle Days

Source: Hackett Group Benchmark

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BENEFITS OF AUTOMATION

eSourcing Automation Increases Sourcing Throughput by nearly 3X