

**PROJECT OPTIONS**

COMPLIANCE CONCERNS  
 CONTRACT MANAGEMENT  
 COST CULTURE  
 DEPARTMENTAL CAPACITY  
 GOVERNANCE / POLICIES  
 INTERNAL COMMUNICATIONS  
 KPI MANAGEMENT  
 MAVERICK SPEND  
 PEOPLE MANAGEMENT  
 PROCESS MANAGEMENT  
 RATIONALIZING DEMAND  
 SKILLS & TIME UTILIZATION  
 SOURCING MANAGEMENT  
 SPEND ANALYSIS  
 SUPPLIER MANAGEMENT  
 TECHNOLOGY MANAGEMENT

**ENTERPRISE BENEFITS**

BENEFIT CULTURE  
 COST REDUCTION  
 EXPERT NETWORK  
 INNOVATION & TOOLS  
 LEVERAGED TIME  
 PEACE OF MIND  
 UNBIASED ASSESSMENT

**PRICING STRUCTURE**

FIXED FEE  
 FOCUSED ON ROI  
 NO HOURLY METER

# DEMAND RATIONALIZATION

## PROJECT EXAMPLE

### PROJECT OVERVIEW

- **CLIENT:** CEO/CFO of \$225M Enterprise
- **CLIENT NEED:** Analyze current and create new guidelines on automatic purchasing triggers throughout the organization in order to drive cost reduction.
- **PROJECT OBJECTIVE:** Review and question effectiveness of all automatic purchasing triggers, Identify opportunities for change to drive cost reduction, Share inventories from sister sites to prevent duplicated purchases.
- **PROJECT VALUE:** More streamlined purchasing, Reduction in purchasing waste, Aligning procurement with Enterprise goals, Transforming procurement into a value creator.
- **PROJECT METRICS:** 1) Decreased procurement costs, 2) Decreased procurement purchases, 3) Reduction in purchasing triggers and 4) Sister site inventory sharing.
- **PROJECT DURATION:** 90 days

### PROJECT APPROACH

- Conducted comprehensive interviews and surveys to assess all procurement triggers.
- Analyzed all existing procurement triggers within Enterprise.
- Gathered survey, interview, observation, and trigger data and applied the Expense Assist Vulnerability Index© to identify the severity of the vulnerabilities and plan for treatment.
- Designed customized treatment for each identified vulnerability and weakness to drive the desired Project Objective.

### PROJECT OUTCOMES

1. Cost reduction due to decreased forced purchasing through automatic triggers.
2. Streamlined guidelines creating automatic procurement outcomes more in line with existing Enterprise goals.
3. Purchasing waste reduction.
4. Greater utilization of existing purchased inventories throughout the Enterprise.
5. Procurement now acting as a value creator for the Enterprise.