

MAVERICK SPEND

PROJECT EXAMPLE

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

PROJECT OVERVIEW

- **CLIENT:** CEO/CFO of \$175M Enterprise
- **CLIENT NEED:** Reign in spend by non-procurement staff and provide increased spend visibility driving Enterprise cost reduction and improved data availability, enabling management to make timely, pro-active decisions.
- **PROJECT OBJECTIVE:** Reign in spending by non-procurement staff, Elevate the procurement department's influence & authority, Enhance policies, controls & governance, Reduce costs, Improve spend visibility, forecasting & planning.
- **PROJECT VALUE:** Procurement becomes a profit center, reigned in spending improves profitability, Tighter organizational control over spending leads to faster and more enhanced decision making.
- **PROJECT METRICS:** 1) Reduced off-contract spend, 2) Improved policy adherence, 3) Decreased Suppliers and 4) Greater spend visibility
- **PROJECT DURATION:** 120 days

PROJECT APPROACH

- Leveraged Document Management system to input all A/P spend data and pushed data into Expense Assist cloud-based automated Spend Analysis software allowing for detailed spend analytics to be performed.
- Conducted surveys, interviews & observation of each member of Procurement, A/P & Finance teams.
- Gathered data and applied the E.A. Vulnerability Index to identify the severity of the vulnerabilities and weaknesses.
- Designed customized treatment for each identified vulnerability and weakness to drive the desired Project Objective.

PROJECT OUTCOMES

1. Non procurement spend reigned in.
2. Improved influence and authority gained by procurement department.
3. Improved policies, controls and governance.
4. Greater spend visibility leading to improved decision making by management.
5. Cost vulnerabilities driven out improving profitability.

Assess. Identify. Treat. Grow.