

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

SOURCING MANAGEMENT

PROJECT EXAMPLE

PROJECT OVERVIEW

- **CLIENT:** CEO/CFO of \$250M Enterprise
- **CLIENT NEED:** Evaluate every sourcing method used during procurement vs. every sourcing method available to determine appropriate sourcing methods on a go-forward basis to drive cost reduction and process efficiencies.
- **PROJECT OBJECTIVE:** Utilize best and most appropriate sourcing tools for each procurement activity, Capture greatest value on every procurement activity, Find best suppliers, Improve procurement alignment with Enterprise mission.
- **PROJECT VALUE:** Long term sustainable cost reduction, Improved supplier performance, Time savings due to more efficient sourcing, Load reduction on procurement team.
- **PROJECT METRICS:** 1) Sourcing method utilization, 2) Sourcing cost reduction, 3) Sourcing process efficiencies, 4) Procurement activity value capture and 5) Improved supplier performance.
- **PROJECT DURATION:** 120 days

PROJECT APPROACH

- Conducted comprehensive interviews, surveys and observations across procurement.
- Documented all current Enterprise sourcing methods and capabilities.
- Conducted GAP analysis between current sourcing methods utilized vs. available sourcing methods.
- Gathered all 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. Improved sourcing capabilities that are more strategically aligned with the Enterprise's mission.
2. Improved Enterprise efficiency, outputs and cost reduction.
3. Sourcing GAP reduction.
4. Improved supplier performance.
5. FTE time savings.

Assess. Identify. Treat. Grow.