



ENTERPRISE VULNERABILITY  
ADVISORY FIRM

### 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

# SPEND ANALYSIS

## PROJECT EXAMPLE

### PROJECT OVERVIEW

- **CLIENT:** CEO/CFO of \$175M Enterprise
- **CLIENT NEED:** **Improve Spend Visibility** to enforce cost accountability, advance Cost Tracking and ability to compare to standards (e.g. budgets, forecasts, goals, compliance)
- **PROJECT OBJECTIVE:** **Reduce Procurement Costs**, Increase Transparency, Improved Efficiency, Speed and Compliance
- **PROJECT VALUE:** **Improve overall profitability**, increased decision support intelligence, identified vulnerabilities, & improved accountability.
- **PROJECT METRICS:** 1) **Cost savings identified**, 2) Decision making speed, 2) Faster data availability and 3) Decreased time spent with spend reporting prep
- **PROJECT DURATION:** 90-120 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.
- Gathered data and applied the E.A. Vulnerability Index to **identify the severity of the vulnerabilities and weaknesses.**
- **Conducted surveys, interviews & observation** of each member of Procurement, A/P & Finance teams.
- **Designed customized treatment for each identified vulnerability and weakness** to drive the desired Project Objective.

### PROJECT OUTCOMES

1. Spend data becomes available quicker and more accurately.
2. **Each management level becomes more aware of their spend metrics enabling improved decision making to lower costs.**
3. Areas needing additional attention become exposed.
4. Proactive rather than reactive management due to improved speed and data efficiency.
5. **Cost vulnerabilities driven out improving profitability.**