

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 \$215M Enterprise
- **CLIENT NEED:** Lower risk and leverage buying power through supplier consolidation.
- **PROJECT OBJECTIVE:** Improve buying power, Lower prices, Decrease risk & inventory carrying costs, Advance supplier relationships and service.
- **PROJECT VALUE:** Free up time and reduce costs, Reduction in purchasing risk, Elimination of redundancies and inefficiencies, Working with best in class suppliers.
- **PROJECT METRICS:** 1) Decreased supplier count, 2) Supplier performance grades, 3) Decrease in supplier management time and 4) Cost reduction
- **PROJECT DURATION:** 90 days

PROJECT APPROACH

- Conducted comprehensive interviews and surveys to assess all supplier performance.
- Analyzed all supplier spend per individual supplier and supplier category.
- Gathered survey, interview, observation, spend and performance 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 improved prices, fewer suppliers to manage and decreased inventory carrying costs.
2. Improved buying power due to supplier consolidation.
3. Elevated supplier relationships and service.
4. Purchasing risk decreased.
5. Time and cost reduced leaving procurement employees with improved morale.