

*We have successfully engaged with a portfolio company in the telecommunications arena to deliver \$60MM of documented cost reduction*

## DIAGNOSTIC

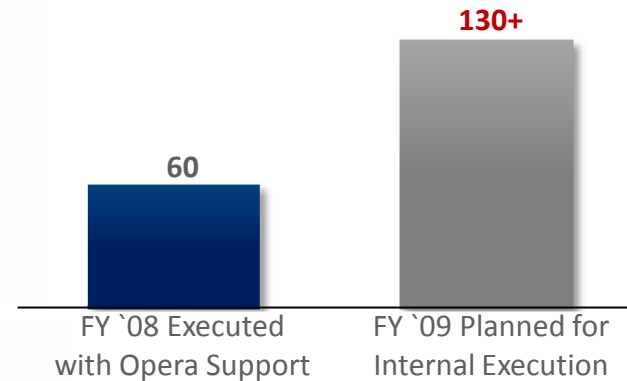
- **Sized and prioritized profit growth opportunities by Category and Lever**
  - Collected unstructured spend data and created structured Procurement Cube
  - Developed and prioritized opportunities through contract review, spend analysis, and invoice audits

## EXECUTION

- **Conducted eAuctions to drive down pricing**  
(Categories : IT Peripherals, Office Supplies, IT Services, Direct: Components, Facilities, Temporary Labor, Hotels)
- **Renegotiated complex contracts**  
(Categories: Travel Agency, Wireless, Facilities)
- **Refined spend policy**  
(Categories: Travel, Temporary Labor, Office Supplies)
- **Defined procurement metrics and targets**

### IMPACT:

Savings (\$MM)



- Better spend visibility, compliance, demand management, and adherence to SLAs
- Less maverick buying
- New organizational competency to conduct eAuctions
- Improved contract terms and reduced risk through better coverage