



# STRATEGIC SOURCING

An Innovative and Pragmatic Approach

## Strategic sourcing is a strategic lever in an increasingly complex business environment

The dynamics of strategic sourcing are changing fast. Enterprises are operating in competitive markets with increasing pressure on cost and efficiency, pushing organizations to search deeper to find value. As businesses continue to face increasing cost pressure and regulatory uncertainty, strategic sourcing is evolving.

Procurement teams provide value not only in managing resources but also in identifying opportunities to make high value processes increasingly sophisticated.

The procurement organization and strategic sourcing will continue to be key sources of value creation as industries evolve.

## GoProcure is equipped to provide you with sophisticated strategic sourcing capabilities

With the right sourcing strategy, organizations can reduce category spend, optimize their supplier base and develop a sustainable pathway to continued procurement innovation.

GoProcure pairs deep expertise with flexible and customized solutions to develop a sourcing strategy best fit for your organization's needs. Specifically, we provide a systematic approach to:

### 1. Generate Material Cost Savings (~5-10% of spend base)

- We have sourced across 10+ categories (e.g. Indirect spend, MRO, IT, Marketing) and 10+ industries (e.g. Airlines, Financial Services, Education)
- We deploy a rigorous and proprietary sourcing methodology to lower total cost of ownership (including negotiation to drive unit cost reductions and active day to day management of purchasing)

## 2. Manage a Best-in-Class Supplier Base

- We have a database of over 5000+ suppliers and provide best-in-class pricing and introductions to strategic relationships where relevant

## 3. Develop and Implement Sustainable Sourcing Practices

- We design and implement processes to manage company catalogs and introduce automation where relevant
- We create a playbook of industry grade sourcing agreements

## 4. GoProcure has delivered over \$15M in savings for a major US airline

In a productive strategic partnership with a major US airline looking to reinvent its inflight sourcing experience, GoProcure was able to realize tremendous and measurable value. We identified over 30 actionable sourcing projects over a 3-year time frame which represented a cumulative spend of \$100M and savings of over \$15M for the airline

### We are committed to help you succeed

Your success is our success. We guarantee a team of sourcing experts that will work with you hand in hand to generate maximum impact. We have worked with some of the most important global organizations to generate material costs savings in a scalable and efficient manner.

### OUR CUSTOMER IMPACT

"GoProcure has not only helped us gain visibility into our spend. They have managed our supplier base and provided our department with strategic direction. Their leadership has allowed us to manage our business more effectively."

- Senior Vice President, Supplier Relationship Management at a Fortune 500 Financial Services Firm

"The professionalism they brought to the table, along with their project management skills, were essential to making this project a success. This is an opportunity that can be enjoyed by any other organization in partnership with GoProcure. I also have to say, the multi-million dollars in savings was a great hit for everyone. It was a win-win all the way around."

- Manager, Strategic Sourcing and Supplier Diversity at a Fortune 100 Food and Beverage Company

