



TAIL SPEND CONSULTING

Best-In-Class Tail Spend Management

Tail spend management is a strategic lever in an increasingly complex business environment

Tail spend management has quickly become a top priority for procurement departments over the past 12 months. Over 35% of Chief Procurement Officers in the enterprise have said that tail spend is their most important strategic priority in 2019. And for good reason – purchasing in the tail is a headache and has large stakes attached to it.

With a historically fragmented approach to address tail spend (a combination of commercial cards, BPOs, e-marketplaces, etc.), modern day procurement organizations are looking for a solution to help address savings leakage, manage decentralized and maverick spend, and generate visibility into tail spend purchasing activity.

Managing tail spend shouldn't be complicated. So we simplified it.

At GoProcure, we believe technology and people make magic. We have developed a technology platform that allows anybody in the enterprise to purchase an item while adhering to the rigorous standards set by both the finance and procurement departments. We help enterprises find what's important, understand why it's important, and put that information to use in the most actionable way possible. Simply put, we turn disorganized purchasing activity into business insights.

Beyond our technology, we leverage over 100 years of collective procurement expertise to bring you a team of experts trained in deriving strategic value from the tail. We routinely help organizations with a wide range of advisory offerings including:

1. Baseline Assessment

Develop a baseline of which spend in your envelope (and how much of it) qualifies as tail spend

2. Spend Analysis

Gain insight into your current spend tail envelope to develop a better understanding of your unmanaged spend

3. Tail Spend Solution Roadmap

Design a best-in-class tail spend management program approach customized for your organization

4. Tail Spend Rationalization & Sourcing

Strategize on how to reduce your tail spend; generate cost savings and reduce your compliance risk by strategically sourcing eligible spend

5. Data-Driven Policy Making

Craft policies for your organization to manage on-going tail spend

We help apply strategy to a historically tactical issue

Effective tail spend management leverages a strategic approach to drive auditable savings. Our holistic approach goes beyond labor arbitrage and tactical execution; we help lay the foundation for a continuously improving process to help you increase cost savings, improve compliance standards, generate data visibility, and improve your organization's efficiency.

OUR CUSTOMER IMPACT

"It wasn't just the data that they provided, but the analysis behind it. What do you do with this information? What are some trends? What are some changes that you can make within the organization to make the category more effective?"

- VP, Procurement, National Non-Profit Organization

