



INDIRECT SOURCING TRANSFORMATION

Leveraging processes and
systems to drive success

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WITHOUT SYSTEMS AND PROCESSES

Everyone is speaking a different language

- No standards
- Difficult to replicate
- Communication gaps
- Compliance issues
- Lack of automation
- Duplication of effort
- Missed process step
- COSTS MORE MONEY!



- What did we miss?

STRATEGIC SOURCING STRATEGIES

PARTNER WITH OPERATIONS & OTHER KEY STAKEHOLDERS TO DEFINE SOW BASED ON SITE NEEDS, COLLABORATE ON SUPPLY BASE DECISIONS

Defining supply chain



- Aggregate, consolidate, leverage for lowest TCO & best practices across global sites via RFP

- Optimize local vs. regional vs global support for services and supplies required for implementation and execution

Optimize RFP Process and Contracts



- Enable best possible payment terms, lowest contract risks (no MTOP, no exclusivity, Termination for Convenience, etc.)
- Learn & improve upon each RFP for continuous improvement

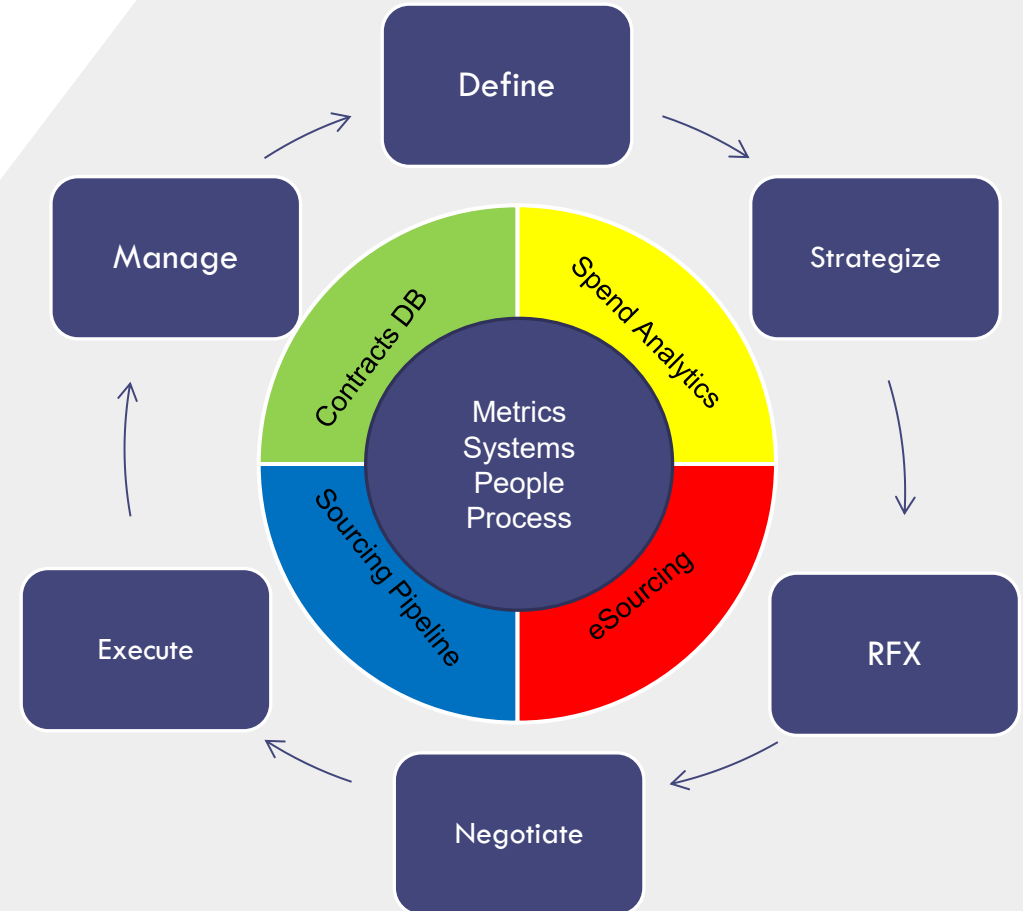
Managing supply chain



- Manage the major suppliers via Voice of the Customer and Supplier Business Reviews for continuous improvement
- Drive supplier engagement to ensure compliance to goals (Costs, Quality, Delivery, etc..)

STRATEGIC SOURCING MODEL

- Alignment of processes and systems need to be determined in advance of procuring the tools
- Define gaps – where are they today?
- What tools do you use today?



Group Discussion

- What gaps do you see today with your organizations?
- What tools do you use today?
- What do you like about your tools?
- What would you change with these tools?
- What would be your Super Tool?

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Key Takeaways

- Holistic Supply Chain Definition Drives Efficiency
- RFPs Are Strategic Tools, Not Just Transactions
- Supplier Relationships Require Active Management
- Contract Design Is a Risk Mitigation Lever
- Continuous Improvement Is a Cultural Imperative

QUESTIONS? CONNECT WITH US

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