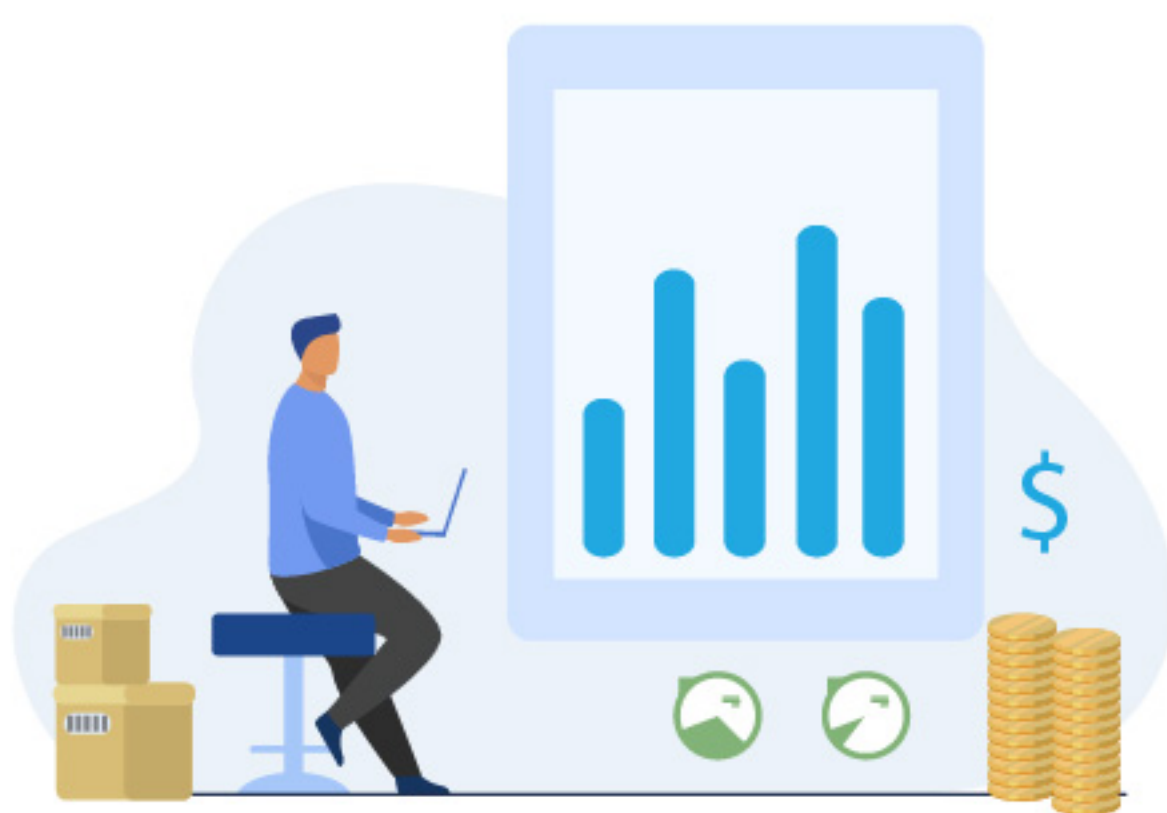




STRATEGIC SOURCING DELIVERING VALUE TO ELEVATE YOUR BUSINESS PERFORMANCE



Purchased materials and services make up **60 to 80 percent** of a product's total cost in many industries.

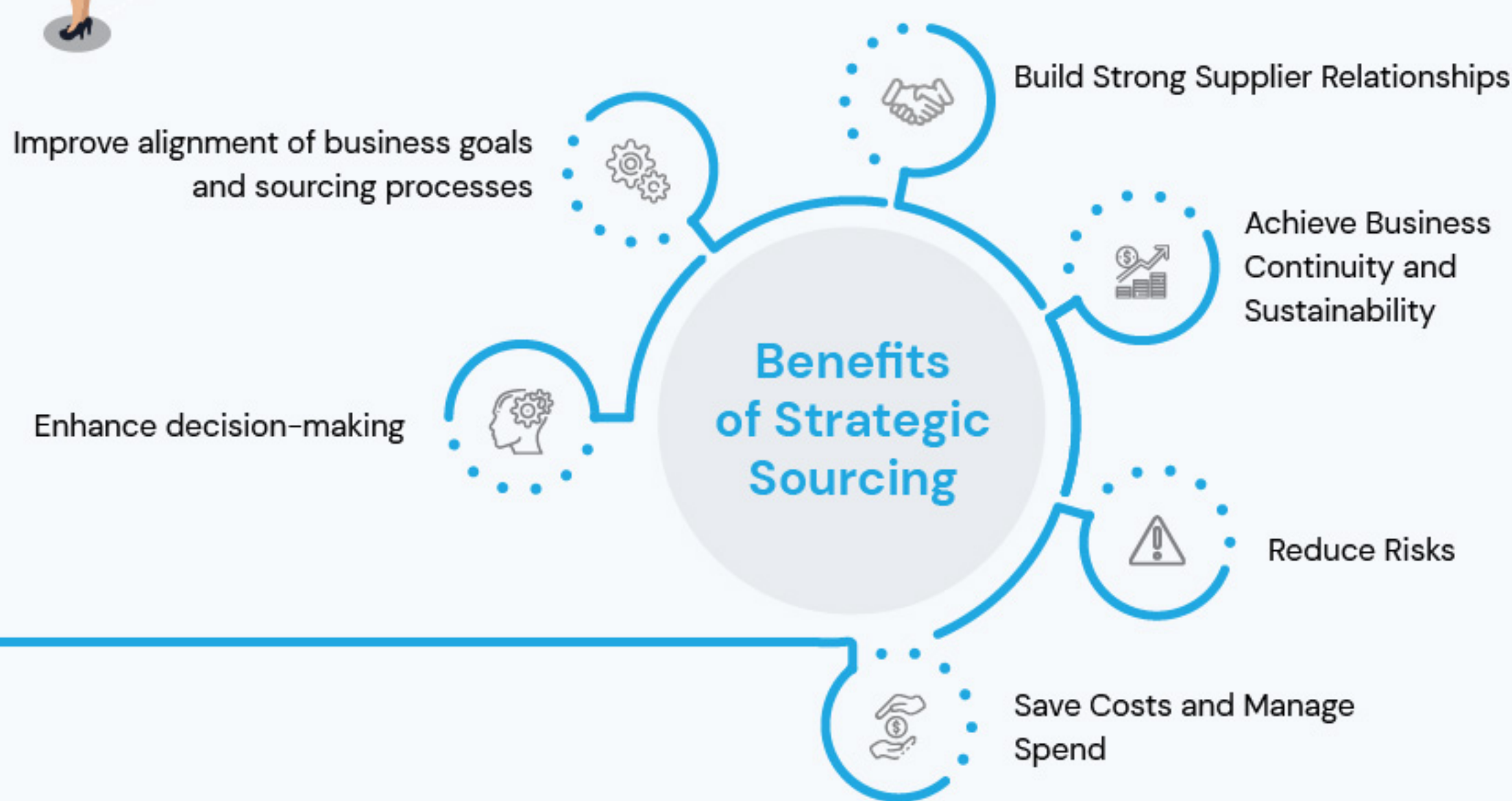


Strategic Sourcing is the optimal path to value creation and most companies are saving **5% to 25%** in materials and services costs on an ongoing basis.

WHAT IS STRATEGIC SOURCING?



Strategic Sourcing is a holistic approach to procurement that continuously improves and re-evaluates various activities and stakeholders of an organization to find the best value by giving insights from available data, helping you be more proactive.

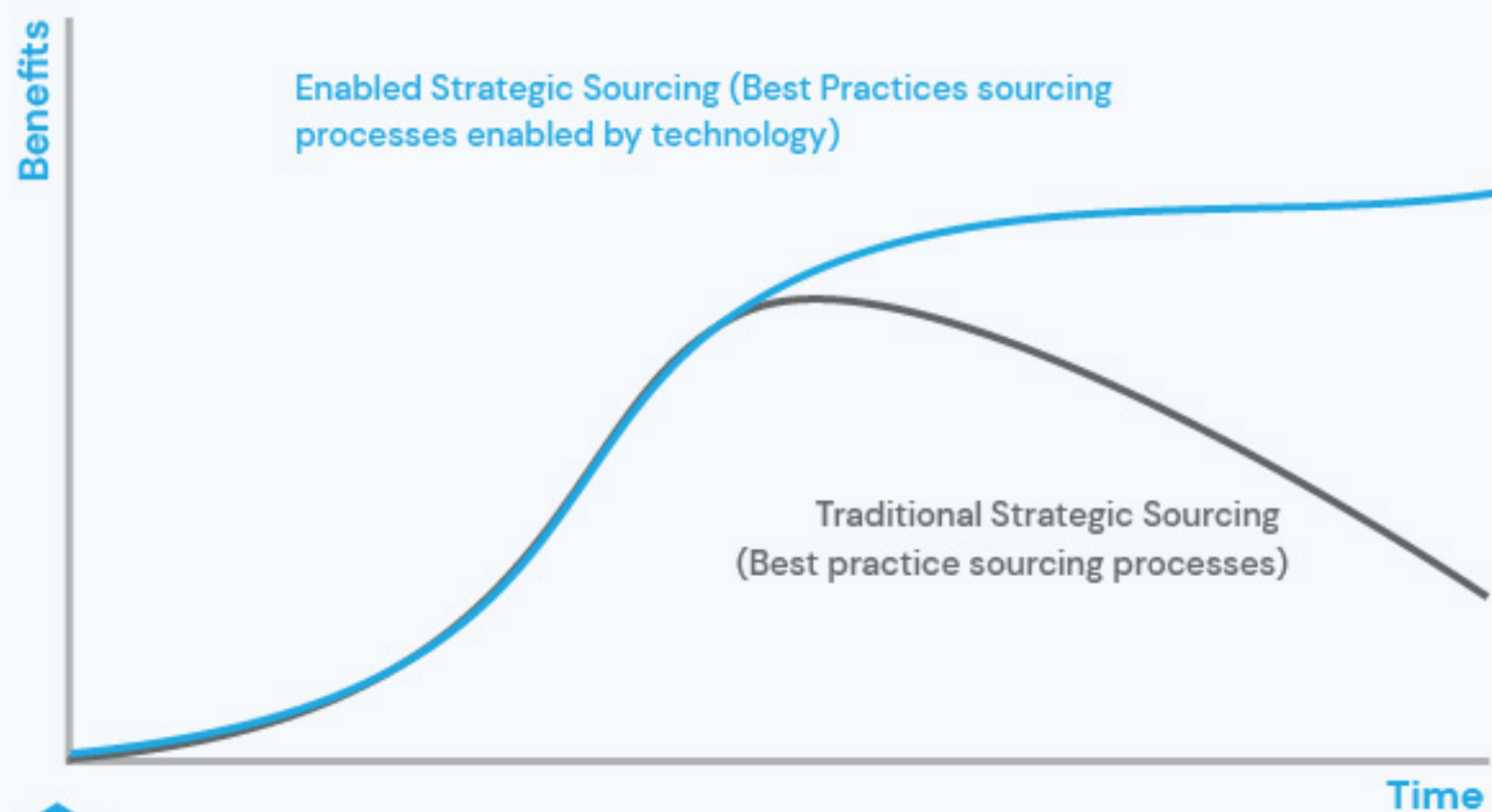


EMPOWER YOUR PROCUREMENT WITH STRATEGIC SOURCING AUTOMATION



Strategic Sourcing ensures best value, but at the cost of your procurement's time and resources. Automation ensures that these gains are sustainable.

Enabled Strategic Sourcing vs Traditional Strategic Sourcing – Benefits Realized over Time



The benefits of traditional strategic sourcing without using appropriate tools may fade away over time due to difficulty to sustain the best practice processes.



Capabilities of a Strategic Sourcing Solution

A Strategic Sourcing solution enables you to simplify complexities of strategic sourcing and deliver sustainable savings with its ability to automate critical business processes.



Companies that have invested in developing best-in-class purchasing capabilities have nearly double the margins of those that have not (**20.2 percent** versus **10.9 percent**, respectively).

**McKinsey*



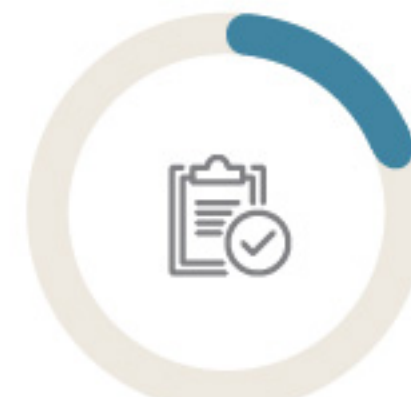
Best-in-class companies with an implemented Source to Pay solution for Strategic Sourcing have been able to bring **91% +** of their spend under management



Users of strategic Sourcing technology report the following advantages over those not relying on a sourcing enabler.



57% lower rate of savings leakage



21% higher rate of procurement compliance



Nearly **20%** higher rate of spend under management

Source : Aberdeen Group report