

## Accelerate Savings and Improve Procurement Performance

Reduce unit cost, reduce cost of procurement operations, enhance compliance, and improve process efficiency through our Modular Procurement Outsourcing

Procurement has entered the board room due to significant management attention towards cost reductions. Best-in-class companies are providing laser sharp focus towards achieving savings in material and services costs to boost corporate profitability.

Is your corporation driven by the characteristics below?

Increased Mergers & Acquisitions

Multiple Independent Business Units

Global Supplier Base

Disparate Systems

Manual/Email Based Workflows

Is your procurement team facing any of the challenges below?

- Spend across different locations is not visible
- Differences in contract rates from one location to another is unknown
- Inability to aggregate volumes across business units
- Inability to consume contracted volumes with vendors
- Large number of manually processed POs and invoices
- Invoices cannot be matched to PO and contract rates
- Inability to track compliance and savings for every transaction

Are you facing difficulty in achieving targets on the transformational metrics below?

- Year over Year savings
- Spend under management
- Number of strategic sourcing projects
- Total cost of operations
- Purchase orders per FTE
- Contract leakage rate
- Processing cost per PO, Invoice
- Transaction cycle time

Sutherland Procurement Outsourcing Services help transform your procurement organization with a focus to:

- Achieve cost savings
- Streamline procurement processes
- Improve compliance to corporate policy

Our unique approach is modular and highly configurable to suit client needs. We benchmark your current procurement spend and operations against industry, regional, and global best-in-class performance. We assess your outsourcing readiness and identify and implement outsourcing from non-critical processes to critical processes; indirect goods and services to direct goods and from spend analysis to transactional procurement.



## Delivering Real Cost Savings

# Modular Procurement Outsourcing Services

Our Procurement Outsourcing Services follow a five-step transformational approach. We develop a data driven baseline which is used to further consolidate and aggregate spend. The consolidated volume is sourced from the best suppliers and service levels locked through corporate contracts. Subsequent transactions are managed for compliance to contracts enabling achievement of real cost savings.



We help transform your procurement department by consistently and continuously answering the following questions through our service offerings:

- How do I reduce my procurement operations cost?
- How do I improve the efficiency of my procurement processes?
- How do I increase my compliance to contracts?
- Which items do I buy and which departments or business units buy them?
- Can I aggregate volumes over business units, region, and geography?
- What contracts exist for a particular item, with which suppliers, and at what rates?
- Which of my multiple contracts can be consolidated into a single contract?

## Overview of our Service Offerings

<p><b>SPEND ANALYSIS</b></p> <ul style="list-style-type: none"> <li>• Data Gathering</li> <li>• Cleansing</li> <li>• Classification</li> <li>• Analyze</li> <li>• Spend Cubes</li> </ul>	<p><b>SOURCING SUPPORT &amp; ANALYTICS</b></p> <ul style="list-style-type: none"> <li>• RFX/Auction Support</li> <li>• Supplier Market Analysis</li> <li>• Supplier Risk Analysis</li> <li>• Bid Evaluation</li> <li>• Reporting</li> <li>• Category Expertise</li> </ul>
<p><b>CONTRACT MANAGEMENT</b></p> <ul style="list-style-type: none"> <li>• Contract Authoring</li> <li>• Contract Renewals</li> <li>• Clause and Document Library</li> <li>• Recovery Audits</li> </ul>	<p><b>TRANSACTIONAL PROCUREMENT</b></p> <ul style="list-style-type: none"> <li>• Purchase Requests</li> <li>• PO Management</li> <li>• Catalog Management</li> <li>• Buyer, Supplier Helpdesk</li> <li>• Invoicing</li> <li>• 3-Way Matching</li> </ul>

## About Sutherland Global Services

As a global Business Process Outsourcing (BPO) and Technology Enabled Services Company, we offer an integrated set of back-office and customer facing front-office services. We collaborate with our clients to help them excel in their industry while maximizing their customers' lifetime value.

Sutherland is Certified as a Minority Business Enterprise by NMSDC®.



Measurable Performance  
Delivered Globally

Business Transformation Services • Knowledge Services • Business Process Outsourcing • Technology Enabled Services

Bulgaria • Canada • Colombia • Egypt • India • Mexico • Philippines • United Arab Emirates • United Kingdom • United States