ENRICH PROCUREMENT SERVICES
# SOURCING

## Efficient Negotiation, Rapid Savings

Is your organization facing the lack of visibility, control and delayed communications including:

- Difficult to compare, contrast suppliers and no easy tracking and audit ability
- Time consuming for buyers and reduced sourcing productivity
- Sharing information can be time consuming and inefficient

Many procurement functions fail to successfully negotiate and manage their full spend. Time consuming sourcing processes and limited resource means only a small percentage of company spend gets negotiated on time and in full. Buyers spend their time managing multiple supplier queries, dealing with data arriving in various, multiple forms, and on complex tenders struggling to compare supplier quotes.

The traditional way to manage sourcing means buyers spend a large percentage of their time doing administration: sending out emails, managing large documents, responding to multiple supplier queries and trying to compare complex supplier responses on a like for like basis. This leaves insufficient time to evaluate, negotiate and manage the contract during its lifetime as the buyer spends too much time trying to get the sourcing exercise completed. Therefore buyers don't get to manage their whole portfolio of spend efficient and usually have to prioritize on which contracts needs renegotiating. When it comes to renegotiations, the buyer has to start from scratch if the information from the previous tender exercise is not readily available.

Buyers can also find it difficult to track spend against a contract and ensure savings are being realized. Quite often the information is not available to them or they have to spend hours inputting data into spreadsheets. This wastes time, duplicates data input and leads to multiple versions of the truth and errors.

At Data Intensity, we have many years of experience of both managing sourcing exercises using eSourcing technology and driving deployment within an organization. Our solution has two elements:

- A fully managed cloud based SaaS model allowing unlimited sourcing events
- Flexible on-demand sourcing expertise to augment internal sourcing capability

Deployed either as SaaS or on-premise, our Sourcing solution has rich functionality that makes even the most complex sourcing projects easy to run. It is a best- of-breed sourcing platform, powered by Oracle, that allows you to run an unlimited number of strategic and tactical sourcing events.
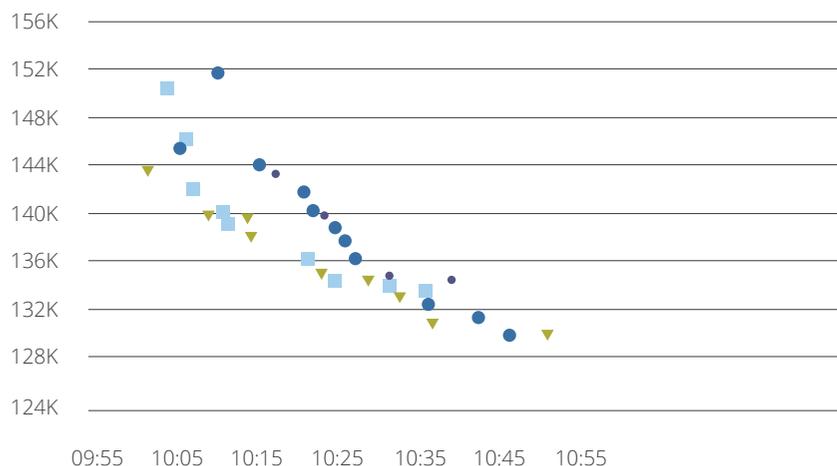
**Our Sourcing Delivers:**
18% average contract savings on negotiated categories, 40% cycle time reduction, 25% increase in buyer efficient and repeatable, standardized sourcing processes.

## Our Services

Our Sourcing Services provide sourcing support across all stages of the sourcing process. From Supplier Outreach – identifying new potential sources of supply – via RFI/RFQ creation through to efficeint eAuction execution, Data Intensity has the skilled resources to help our clients achieve robust and comprehensive savings. We can provide as many or as few of these service components that are desired by our clients.
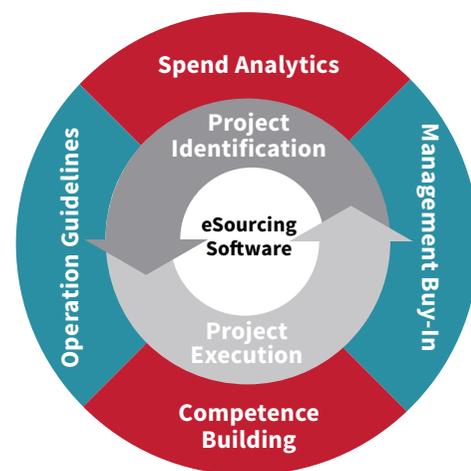
### Best Bids by Time



We also offer a full deployment program approach for our clients. Starting with implementation, getting employees bought into the new process and all necessary training. Our Team has considerable experience helping clients with the change management required for deploying Sourcing. This deployment program is a structured change management program aimed at maximizing the return achieved through procurement technology deployment.

The eSourcing Deployment Program consists of 4 main areas:

- Spend Analytics
- Management Buy-in
- Competence Building
- Operational Guidelines

When Sourcing and Deployment Services are successfully deployed together, clients can expect:

- Fully confident and proficient buyers
- Best practice tools and templates in place
- Increased efficient
- Standardization of processes
- Standardization of sourcing documentation
- Measurable and cashable savings

### About Data Intensity

Data Intensity is the leading independent provider of managed and cloud consulting services for enterprise databases, applications, business intelligence solutions and analytics. The company combines best-of-category technology, world-class services, a flexible business model, and deep-rooted expertise gained from hundreds of successful deployments. Our mission is to cost-effectively support the full scope of a customer's enterprise data lifecycle. Contact us for more information. Copyright © 2017 Data Intensity, LLC. All Rights Reserved.

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