

ASSESS ■ PLAN ■ IMPROVE ■ SAVE



Strategic Sourcing



We would like to ask you these questions:

- 1) Do you know how much you spend on your purchased goods and services?
- 2) Have you pursued a cost reduction strategy across your entire expense base?
- 3) How do you replicate, monitor and track your savings?

**Clients typically save 20% on purchased goods.
We have the expertise to help you achieve those savings.**



At Sea Change, we know that Strategic Sourcing Initiatives only succeed when both parties have achieved an equitable relationship.

Strategic Sourcing is not only about price – it's about ensuring lasting value that delivers significant bottom line savings.



Our approach is simple: Assess, Plan, Improve, Save.

ASSESS

We execute a complete Spend Analysis that provides you with an in-depth view into your baseline category spending. We may also examine and evaluate your current procurement processes and systems and highlight areas of potential refinement. We then prepare a comprehensive Opportunity Assessment that identifies the categories and areas of greatest potential savings while also providing you with the data and insight necessary for making profitable procurement decisions.

PLAN

From the Opportunity Assessment, we create a Strategic Roadmap that will drive savings opportunities. To start, we develop a plan for each category based on your company's unique procurement needs and requirements. We use this as a foundation for qualifying a broad base of suppliers, pursuing pricing through the proper RFx, whether it be an RFQ, RFP or reverse auction, using the best-in-class eSourcing tools creating your most compelling savings options.

IMPROVE

We conduct negotiations that leverage our many years of experience in each category and your requirements to generate significant cost reductions. We concurrently create operational efficiencies by optimizing your existing procurement processes, systems and policies. Once the best external suppliers and internal supports are chosen, you have the basis of an equitable, efficient supply chain which achieves significant savings.

SAVE

We want you to not only achieve, but to maintain and grow your procurement savings year after year. To do this, you must apply your purchasing strategy throughout your organization. We provide the implementation and communications plans that will allow you to make sourcing an enterprise-wide event. We also develop and deliver the metrics and monitoring tools that will keep your organization's policies and purchases on track.

Results Achieved for a Recent Client: Conducted a Strategic Sourcing engagement for a Fortune 500 organization with an indirect expense base of \$4.5B of highly decentralized spend. We achieved 20% annual savings and \$12M in contract savings by identifying and sourcing 9 key categories, renegotiating existing contracts to achieve pricing and quality improvements, implementing monitoring tools to ensure savings capture, and training the procurement team to continue to leverage the sourcing process.

Call today for more information: 978.236.1170

Our Team

We have over 40 years of business experience, leading groups within highly-regarded organizations and serving top-tier clients. Some of the Fortune 500 firms that we have assisted include top investment banks, manufacturers, technology companies, cable and entertainment, life sciences, diversified holdings, commercial real estate and others.

We have applied Strategic Sourcing to nearly \$1B of client expense base and have generated nearly 20% contract savings. We hold expertise in sourcing more than 30 categories, including professional services, legal services, technology, travel, office supplies, etc. We are committed to achieving tangible results for our clients in a timely manner, and we are dedicated to creating solutions that address the unique needs and requirements of each client.

Our Goal

Our goal is to help our clients save money, and we are successful because we couple creation of enhanced internal efficiencies with a focus on stronger, more equitable relationships with suppliers.