



THE SHELBY GROUP
Part of **Accenture**

Managed Sourcing

PROCUREMENT OPERATIONS SERVICES

Take your sourcing program to the next level and achieve realizable results.

Almost all companies look to negotiate better deals for the goods and services they buy, rationalize their supplier base, and drive savings opportunities. Some companies may not have the technical platform to support sourcing initiatives, or the resource expertise or bandwidth to support aggressive sourcing activities. The Shelby Group can help maximize these opportunities by providing the ability to identify and run your sourcing events.

The Sourcing Challenge: Running an RfX or Reverse Auction can be time consuming. It requires know-how, frequent contact with vendors, and continual oversight. You may not even be at the point of an event yet and need category expertise, data analysis, and advice on event types to run.

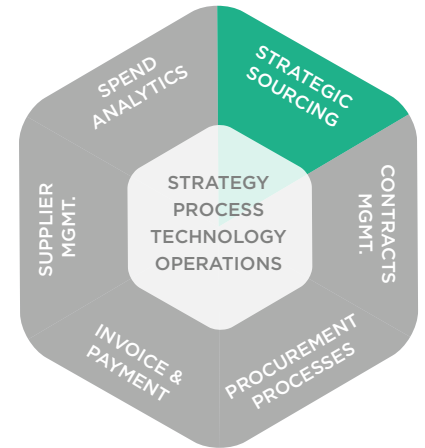
Sourcing Solution: The Shelby Group can provide the resources to support your sourcing events, run them effectively, and provide comprehensive feedback reporting and analysis to support your supplier decisions. Our solution includes resources and know-how to manage and optimize savings from sourcing operations:

- Supplier training and pre-event activities (setup, questionnaire loading, item and lot loading)
- Event handling – supplier liaison, response monitoring
- Post event management – feedback gathering and scoring, reporting and supplier ranking
- Consultative services as needed such as supplier pre-assessment and market analyses, event type recommendations, questionnaire development

Business Benefits: Shelby's Sourcing Solutions can help you achieve these important business benefits:

- Run events that show direct supplier savings
- Gather feedback from your event participants so that the right supplier decisions can be made
- Drive up supplier benefits and drive down supplier pricing through competitive event handling
- Provide sourcing expertise when needed to assess opportunities and manage through to event completion

The Shelby Group leverages its deep understanding of enterprise procurement processes and technology to maximize savings and optimize business results throughout the procurement lifecycle. Whether you want to create sustainable procurement savings, maximize utilization of current tools, deploy or upgrade new software, move to the cloud, or outsource operations, partnering with Shelby pays off. To learn more, call 312.445.8500.



Optimize savings with
Managed Sourcing solutions
from Shelby.

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