



THE SHELBY GROUP

Category Solutions

PROCUREMENT OPERATIONS SERVICES

Achieve double-digit cost improvement and faster speed to savings for indirect spend.

Most companies do not have the resources or expertise required to extract the greatest value from their indirect goods and services suppliers. More strategic priorities consume budget dollars and leadership attention. However, since companies can have significant indirect spend there is a tremendous opportunity for cost improvement. Now you can realize the benefits of a highly effective indirect sourcing capability without the investment or distraction.

The Category Sourcing Challenge: Managing a category sourcing program for indirect spend requires specialized talent, knowledge of best-in-class performance, access to benchmarking data, and sufficient volume of spend for supplier leverage.

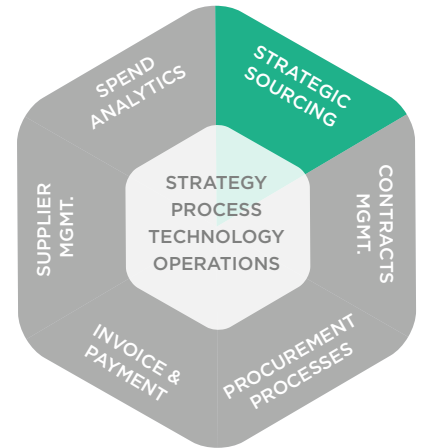
Category Sourcing Services: Shelby's Category Sourcing services provide companies with all of the advantages of a best-in-class sourcing program without the overhead or investment associated with staffing, managing and maintaining such a program. Our solution includes:

- Opportunity assessment by category
- Unique category sourcing solutions
- Extensive category sourcing expertise
- Detailed spend analytics and reporting
- Collaborative stakeholder engagement
- Dedicated Sourcing Desk personnel
- Tail Spend management

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

- Increased spend under management
- Incremental spend addressed and faster speed to savings
- Savings realized and sustained
- Effective stakeholder engagement
- Guaranteed savings
- Self-funded sourcing support and process optimization

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.**



Benefit from a best-in-class sourcing program without the associated investment.

For more information, contact:
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Strategic Sourcing Category Solutions

Your company's culture, business processes and sourcing requirements are unique. Developing and implementing the most effective indirect category sourcing strategies can improve costs, cycle time, and even competitive advantage. Shelby can partner with your stakeholders to deliver exceptional value, while you and your team focus on what is most critical to your success. To learn more about what we can do to help drive cost improvement across your indirect supplier spend, call 312.445.8500.

PLAN

- Analyze indirect spend across the business
- Assess sourcing effectiveness across categories and business functions
- Identify and prioritize opportunities to improve supplier costs and service

DESIGN

- Optimize addressable spend and speed to savings
- Develop a category roadmap and sourcing waves
- Create effective oversight board to ensure success
- Establish a Sourcing Desk to drive compliance and manage Tail Spend

DELIVER

- Establish collaborative sourcing teams
- Clarify unique business requirements
- Design sourcing solutions based on unique customer needs
- Lead competitive sourcing events
- Create high-value supplier relationships
- Negotiate high-value supplier agreements
- Assist in implementation and savings tracking
- Help manage supplier performance for continuous improvement in cost and service

TYPICAL INDIRECT CATEGORIES INCLUDE:

- Technology and Telecoms
- Facilities and Property
- Corporate Supplies and Services
- HR Services
- Plant and Equipment (MRO)
- Professional Services
- Contract Labor
- Marketing and Promotion
- Travel and Meetings