



THE SHELBY GROUP

Sourcing Optimization

PROGRAM OPTIMIZATION SERVICES

Produce sustainable savings and reduce cycle times by optimizing strategic supplier relationships.

Does your company currently have a comprehensive and strategic program for achieving maximum value and savings from supplier relationships across your enterprise? With an effective Sourcing Optimization program, you could produce double-digit increases in savings while reducing cycle times, improving collaboration and mitigating risk across the procurement lifecycle.

The Sourcing Optimization Challenge: Achieving savings that are sustainable requires more than best-in-class technologies. Effective execution requires hands-on knowledge of best practices, technical expertise and the ability to improve business results through collaborative engagement of stakeholders and suppliers.

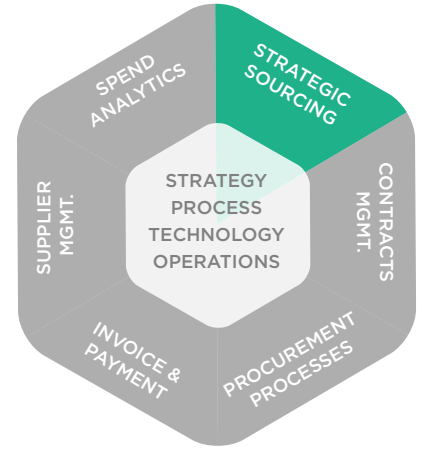
Sourcing Optimization Services: Shelby can help you carefully align your sourcing strategies, processes and technologies to produce sustainable savings and reduce the amount of time and effort spent on administrative tasks. You'll gain increased visibility into negotiated savings, access to a history of supplier negotiations and valuable insight for improving results by tracking and monitoring data throughout the procurement lifecycle. We can help you:

- Assess, refine or develop your sourcing strategy
- Define and execute supplier selection processes
- Identify optimal cost-savings opportunities
- Address complex strategic categories of spend
- Negotiate best-value agreements
- Optimize contracts and award allocations to maximize savings

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

- Achieve sustainable savings
- Reduce sourcing cycle time
- Mitigate supply risk
- Expand sourcing into other business units
- Integrate Strategic Sourcing into the Contracts, Supplier Management and Procurement processes

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.



Gain increased visibility into negotiated savings and valuable insight for performance improvement.

For more information, contact:

312.445.8500

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theshelbygroup.com

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Sourcing Optimization Services

Your company's culture, business processes and technology infrastructure are unique. Choosing the right platform for Strategic Sourcing is no guarantee of success. In order to optimize savings, cycle times and supplier relationships, you'll need an end-to-end strategy that is tailored for your company's success.

The following chart provides a high-level view of Shelby's Sourcing Optimization Services. To learn more about what we can do to help optimize your success, call 312.445.8500.

PLAN

- Prioritize Sourcing Category Opportunities
- Develop short- and long-term roadmaps
- Identify challenges to executing a Sourcing plan and mitigation alternatives
- Evaluate all internal stakeholders who will be directly or indirectly impacted
- Leverage technology to enable strategy and business results
- Document the "As Is" process
 - Existing sourcing templates, sourcing libraries and process flows

DESIGN

- Define "To Be" Processes
- Development of Category Templates
- Identification and Implementation of Risk Reduction Opportunities within the Sourcing Process
 - Linking Sourcing to Supplier Management and Contracts
 - Reporting and Metrics

BUILD

- Evaluation of Technology Platforms
- Application Upgrades
- Data Integration and Cleansing
- Application Development
- Application Configuration (non-development)
- Creation of Test Scripts
- Testing
 - Test Plan
 - Application and User Testing
- Enhancement Requests/Break Fix
- Infrastructure/Architecture Planning

PROGRAM AND CHANGE MANAGEMENT

- Change Management and Communication Plan
- Governance Model
- Create Standard Operating Procedures
- Go Live/Pilot Phase Support
- Administrator, Supplier and End-User Application and Process Training
- Documentation and User Guides
- Project Management
- Help Desk Support: System Administration, Technical and Operations
- Systems Administration Support
- Risk Management and Mitigation
- RFX Event Management:
 - Supplier Invitation and Qualification
 - Category Templates
 - Scoring Methodology
 - Awards Processes