

# Category Management Services

**Vendigital category management typically gives 5-10% reduction in total procurement spend within 12 months; individual category spends are on average reduced by 26%. Results are dramatic and are sustained.**

Category management comprises 2 main elements, both supported using Vendigital's suite of tools and processes. The first is to ensure that the most appropriate suppliers are supplying at the optimised total cost. The second element is to then manage each supply contract proactively, to ensure continued improvement in the value that the supply relationship is delivering. Without active category management any savings generated can be eroded over time.

Both of these elements require specific skills and techniques. Vendigital's category management services enable our clients with these techniques and a suite of leading edge procurement tools and processes. By complimenting the customer's supply chain team, step-changes in supplier performance and contract maintenance can be delivered.

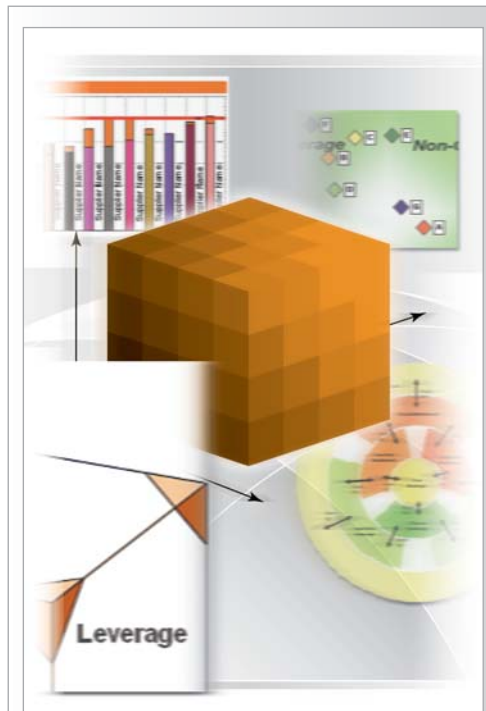
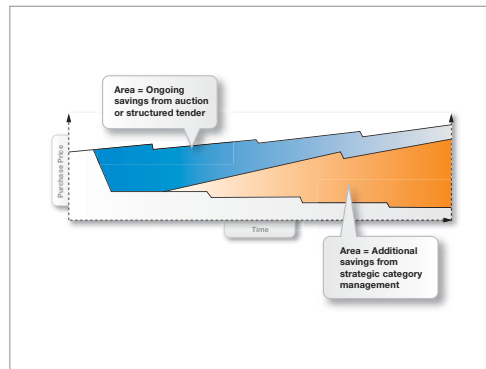
Vendigital can either support management of the entire spend, the most significant categories or in the management of the "B" Categories which purchasing departments often do not have the resources to actively manage themselves.

Integral to Vendigital's category management services are the significant cost reduction benefits achieved through market purchasing techniques. These benefits are maintained and enhanced using Vendigital's contract management experience.

Vendigital adds immediate value and resource to your purchasing department without lead-time or recruitment investment:

The benefits of this are:

- Step-change reduction in the cost of bought-in products and services
- Dramatic increases in improvement activities with your existing suppliers.
- Use of the very latest purchasing tools and techniques
- Instant access to emerging regions through the use of an enviable supplier database and Vendigital's ability to headhunt the best suppliers from around the world
- Access to an experienced multilingual team of procurement specialists to manage smaller product categories, enabling clients to concentrate on more strategic categories and on supplier development
- Robust contracts are actively managed so that optimised positions are maintained
- Full history of supply relationships captured for future reference



"We believe that by working with Vendigital over the coming years, we can maintain the lowest costs and continue to make dramatic improvements."

**Thomas Lung**  
Operations Director Europe  
Britax



**VENDIGITAL**<sup>®</sup>  
dynamic procurement