

# Strategic Sourcing Projects



Vendigital's Strategic Sourcing Projects typically deliver to our clients:

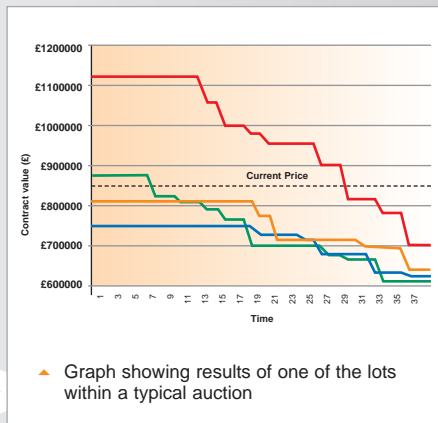
- Cost reduction – an average of 26% savings on goods and services
- Risk reduction through better understanding of the marketplace
- Sourcing alignment to business strategy
- Market transparency
- Implementable results and savings that can be sustained over the longer term

At the heart of any procurement activity is the ability to tender contracts within a strategic context to ensure the most capable suppliers are engaged at the most competitive prices. This activity is known as Strategic Sourcing and Vendigital specialises in helping clients enjoy the significant benefits that true strategic sourcing yields.

➤ Individual strategic sourcing projects typically take 5-6 weeks and include:

- Detailed spend analysis taking into account multiple sites and understanding market drivers
- Collation and creation of all contract documentation
- Global or regional headhunt of suppliers according to project requirements (>15 languages available in sourcing team)
- Instant access to global and emerging markets
- Assessment of market liquidity and identification of most appropriate suppliers
- Full management of suppliers through the process, including maintenance of bulletin board and Q&A forum
- Registration, training and management of suppliers through the process
- Analysis and qualification of pre-bid submissions

- Full management of contract negotiation using the most appropriate techniques (e.g. online reverse auction, online value auction, strategic negotiation)
- Collation and optimisation of results including scenario planning
- Facilitation of implementation where required



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dynamic procurement