

Key Organizational Challenges

Establish an organic Procurement organization within your company may not be feasible due to cost, talent, or strategic priorities.

Often time companies are not focused on opportunities to lower costs paid for supplies and services due to the ongoing needs of maintaining the smooth flow of operations.



Fragmentation of Spend



Inconsistent Control of Expense Review



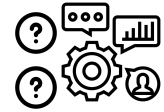
Lack of Market Trends



Automatic Contract Renewals



Lack of Supplier Management



Limited Procurement Skills

Consider to “jump-start” your own Procurement Organization With CCM Team

CCM provides flexible solutions to enhance or establish a procurement function at your firm. Our program is tailored to fit your current needs and corporate culture. We deliver outstanding results by combining our pool of experts with market and suppliers expertise, tested technologies necessary to execute and specific pricing insights.

Focus on Operations

- Current Process Analysis
- New Strategy and Guidelines
- Process compliance
- Support Team
- New T&C's
- Contract Management
- Supplier Diversity programs
- New Technology

Focus on Savings

- Total Spend Analysis
- Supplier and pricing analytics
- Audit compliance
- Category management
- Negotiations
- Key supplier relationships
- Tail Spend Review

Each support engagement is customized to the specific requirements of each client

Procurement Assessment

WHO	Organization's Spending Authorities	Survey & Interviews: <i>CFO / Executives</i> <i>Vice President / Directors / Managers</i>
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WHAT	Procurement/ Sourcing Process	Supplier Management Programs	Procure-to-Pay Process	Analytical Tools/ Procurement Software
	<ul style="list-style-type: none"> • Current policies • Procedures and Sourcing Efficiencies • Technology (ERP System) • Risk Configuration, Priorities and Measures 	<ul style="list-style-type: none"> • Supplier Agreements vs. Own Agreements • Supplier Management Program • Supplier Communication Management • Risk Mitigation Strategy • Performance Score Cards • Audit Certification (ISO) 	<ul style="list-style-type: none"> • RFP/Supplier Proposals Process • Rebate Program Engagement • Bids evaluation and Supplier Selection Criteria • Execution of contract management • Purchase Orders Requisitioning and Approvals • Invoice Approval and Payment Processing 	<ul style="list-style-type: none"> • Tools to assess procurement spend • Savings tracking and reporting • Savings target • Procurement software platform and configuration • Future integration plans

HOW	<p>CCM recommendations (typically implemented within 12-24 months)</p> <ul style="list-style-type: none"> • Implementation of a formal process review to identify 'gaps' in the procurement flow • Procurement organization design • Guidelines/policies to focus the organization • Complete Spend review and target saving opportunities • Key Supplier Benchmarks • Supplier Diversity Programs and Green Sustainable Initiatives • Supplier contract development with category specific insights • On-going supplier monitoring using transparent reporting and specific metrics • Recommend a P2P platform for accounts payable and supplier management
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Results

Major Process Gaps

Roadmap to Centralization & Standardization

Supplier/Product Specific T&Cs

Measure Supplier Performance & Savings

We are Industry Leaders in expense reduction, spend management and procurement optimization, and trusted by clients for more than 20 years