

The Challenge

In today's economy even a modest improvement in the cost of doing business can yield a tremendous competitive edge. Leading companies recognize this and their executives are giving unprecedented attention to procurement groups as a means for improving shareholder value. Chief procurement officers are under pressure to keep purchase costs down and enhance the value of supplier relationships. However, faced with poor information visibility, inefficient sourcing activities, maverick buying and minimal coordination between engineering and procurement teams throughout the product design cycle, many companies are struggling to deliver results consistently.

The Solutions We Provide

A.T. Kearney Procurement Solutions helps companies address these difficulties and maximize results through a powerful combination of leading-edge eSourcing technology, market-driven content and flexible value-added services. From identifying savings opportunities to managing supplier relationships, we empower purchasing constituencies to play a vital role in sharpening business operations and reducing product time-to-market.

eSOURCING TECHNOLOGY. One of our offerings is a suite of online eSourcing technologies, which can be delivered via an ASP model or as licensed software. Each module within the eSourcing suite of products is designed to support a step in the strategic sourcing process and accelerate the time it takes to source goods and services and deliver cost savings results. These technologies, which are powered by Siemens Product Lifecycle Management Software Inc., integrate seamlessly with UGS Teamcenter for Supplier Relationship Management (SRM). When coupled with the eSourcing products, Teamcenter for SRM creates a comprehensive solution that synchronizes product design and sourcing functions to reduce the cost while streamlining product development and purchasing activities.

- *Sourcing Community:* Provides one-window access, including single sign-on to the complete SRM sourcing suite. Sourcing Community helps transform supplier relationship management by providing a graphic interface and web parts to make access to sourcing applications and information along with the Microsoft Office suite no more than a few clicks away
- *Spend Management:* Tracks spending across the enterprise by business unit, supplier, commodity, and diversity supplier classification to leverage purchasing power and allow procurement professionals to quickly target sourcing opportunities
- *RFPs and Sourcing Surveys:* Supports automatic distribution of an RFP or survey, easy online questionnaire completion, automated supplier communications, and improved response analysis
- *Auctions:* Enables procurement teams to bring the negotiation process online with total cost functionality that allows bidding on price and non-price components, resulting in reduced sourcing cycle times, true price transparency, and tremendous cost savings



SPEND REDUCTION SOLUTIONS. We also offer valuable solutions composed of our full-service sourcing consulting, pre-negotiated frame agreements, and supply-chain enabling technology that can deliver immediate savings and efficiencies to clients.

- *Category Sourcing:* Provides a complete, full-service category sourcing solution that includes experienced eSourcing management, sourcing content, templates, and technologies to completely support your sourcing needs
- *Leveraged Sourcing Networks (LSN):* Delivers significant, immediate savings by leveraging the combined purchasing power of LSN consortium members in over 30 indirect supply categories
- *Transportation Solution:* Includes a comprehensive diagnostic to guide the assessment of our clients' transportation and logistics management practices. As part of the diagnostic, we investigate whether transportation strategies are in alignment with business objectives, procurement processes reinforce the identified strategies, and support tools and infrastructure enable efficient process execution
- *Print Procurement Solution:* A.T. Kearney's Print Procurement Solution improves the market for printed materials by combining an end-to-end, technology-enabled supply chain with a network of independent buyers and qualified suppliers, resulting in a print marketplace that is more efficient and flexible

eSOURCING SUPPORT SOLUTIONS. A.T. Kearney Procurement Solutions can address unique sourcing requirements with custom solutions that leverage our expertise, experience, and global partnerships. We provide research, customized technologies, and experienced resources to support specific needs and ensure that client sourcing teams are well-equipped to meet their objectives.

- *Supply Market Solutions:* Provides best-in-class online templates and insights for RFPs and auctions, as well as supply market reports and category analyses for a broad range of categories. Custom research is also available
- *Academy of Excellence:* Multi-level training program includes both live and web-based training, and is supplemented by online manuals, simulated practice sessions, and Help Desk support for the eSourcing suite of technologies
- *Data Management Group (customized technologies):* Helps clients efficiently analyze large volumes of data and support complex eSourcing needs

A.T. Kearney
PROCUREMENT SOLUTIONS

A.T. Kearney Procurement Solutions' extensive experience, industry thought leadership, global presence and tangible results define us as a leader in procurement consulting. We work with procurement departments to not only accelerate savings, but to create value for the entire company. Key areas of focus include innovation and growth, risk management, value chain optimization and advanced cost-management techniques. A.T. Kearney combines deep knowledge and experience with the latest technology applications to deliver the most effective solutions for our clients.

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