

SOURCING CHAMPIONS

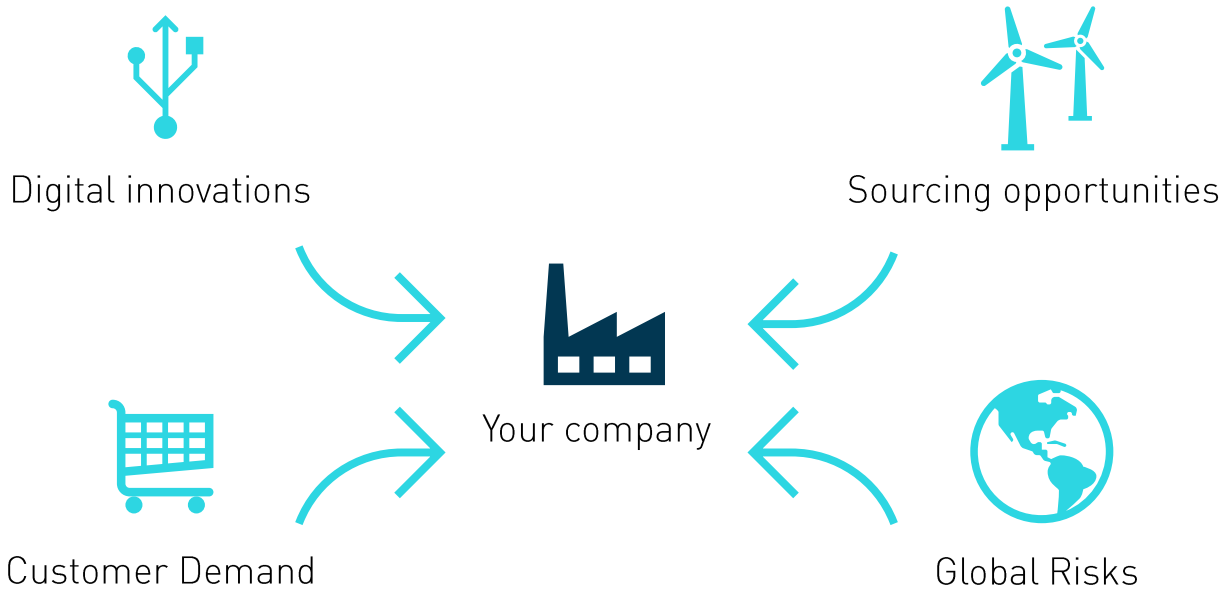
PROCUREMENT CONSULTING

Case Study



**Empower your strategic
breakthrough with next
generation digital category
management!**

Category management is more important than ever



Procurement managers are facing a complex environment with globalization, increasing customer demand, shorter product lifecycles, growing competition and the continuous need for innovation.

Companies that collaboratively strengthen their procurement and category strategy deliver stronger results

We enable digital procurement category excellence

1. Stakeholder engagement and collaboration
2. Risk reduction across your supply chain
3. Procurement savings and cost reductions
4. Enhanced sustainable strategies
5. Optimization of resource use

“We turn category-specific strategies into tangible initiatives that deliver results”

**Our digital AI-enabled category
management partner**

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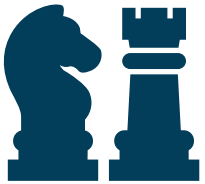
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Success is **4** Steps away



Analysis

Develop new perspectives on categories, suppliers & your procurement function



Strategy

Identify strategies for selected categories, key suppliers & procurement governance



Initiatives

Ensure strategy execution by translating it into tangible initiatives and day-to-day activities



Results

Display achieved results & monitor the execution of the strategy

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A case study in category strategy breakthrough

***How Sourcing Champions enabled category
strategy creation and savings planning for one
of the world's largest financial institutions.***



The digital category strategy implementation partner for...

One of the world's biggest financial institutions with

- >40 categories
- Multi-billion spend
- 40 strategic buyers located in three different regions (US, Europe, Asia)

Category Management

Stakeholder Management

Digitalization



CIRTUO



15 Weeks

15 Workshops

10 Q&A Sessions

10 Coaching Sessions



Case Background

1. Limited to no category strategy across the organization
2. Low-level of stakeholder collaboration
3. Lack of centralized savings plan
4. Scattered access to information and files
5. High-spend with limited spend visibility
6. Insufficient planning and transparency
7. Lack of digital backbone to support global procurement governance



Case Solution

1

Implement next-generation & AI-enabled category management system

Pilot for two categories

Implementation for 40 categories covering 80% of spend

Main focus areas / Categories

- Consulting services
- HR
- Marketing
- Software & Data Centre
- IT Professional Services
- Legal Services
- Market Data Services
- Real Estate
- Travel

2

Full roll-out program covering the set-up of category strategies through dedicated training and coaching

Initiate stakeholder engagement & define business requirements

Spend improvement

Category positioning in internal/external market (Kraljic)

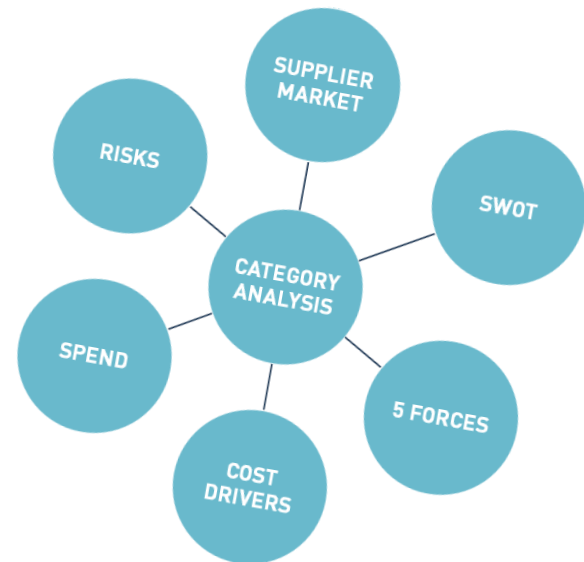


Rapid supplier market analysis enrichment

Framework evaluations (SWOT, Five Forces)

Initiative creation & tracking

Savings planning & reporting



3 PMO Support to track progress, boost user utilization and ensure results

Management sessions

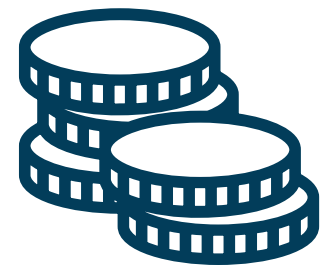
Streamlined workflows

Tech support

4 Extensive management-driven reviews, with close guidance and support from Sourcing Champions

Mid-term pulse check and audit progress

Final Category Sign-off in which all buyers pitch their category strategy and savings plan for the coming year(s) spend



Case Results

- 1 Exponential increase in stakeholder and category expertise based on strong market research and internal know-how**
- 2 Strengthened category strategies for future planning**
- 3 Initiative creation and tracking system for current/future needs and goal setting**
- 4 Enhanced stakeholder relation and collaboration**
- 5 Hundreds of millions euro in additional savings identified**



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