

SPEND & PAYMENT INSIGHT

PRGX Case Study: Foundation for Vendor Assurance Opportunities

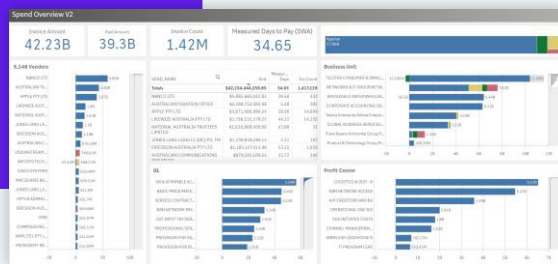
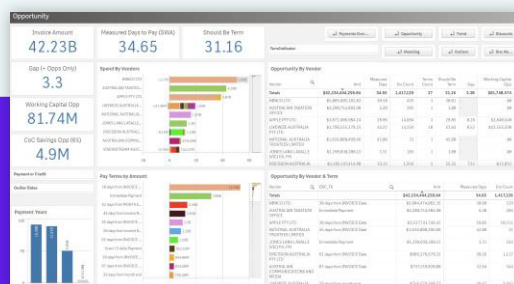
LARGE
TELECOM

BACKGROUND AND CHALLENGES

- ◆ Large telecom with challenges in accessing & using their own data (currently rely on partner to simply extract data)
- ◆ Many different business units & regions that add to complex terms/pricing even for a single vendor across multiple BUs, categories, and GLs
- ◆ Looking to leverage automation & detailed data support to identify savings opportunities

APPROACH

- ◆ Spend, Payment Terms and Days to Pay at the category, supplier and item level
- ◆ Working Capital opportunity analysis
- ◆ Terms Harmonization & Change Modeling
- ◆ Rebate Forecast & Assurance
- ◆ PO Overage Visibility



RESULTS

\$42B 3+ Years of Spend Analyzed

>5k Unique Suppliers Analyzed

40+ Business Units & Revenue Groups

Company positioned to focus on Vendor Assurance