

IT'S TIME TO RETHINK

SOURCING & PROCUREMENT

CHALLENGE THE STATUS QUO AND YOU TOO COULD SEE 5X MORE SAVINGS

For every **\$1B**

of addressable Indirect Spend

WE CAN HELP YOU DRIVE, ON AVERAGE

\$124M*

in spend reduction.

(AND MOST COMPANIES REALLY CARE ABOUT TWO THINGS - REDUCING COSTS AND INCREASING REVENUES)

WHERE YOU CAN REDUCE COSTS

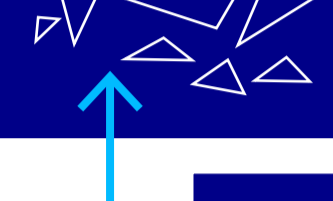
Indirect spend represents

20%-40%

of a company's revenues



It's highly fragmented WITH **100s** of unique categories



purchased by

1000s

of users across the organization.



By influencing more spend, you can achieve this

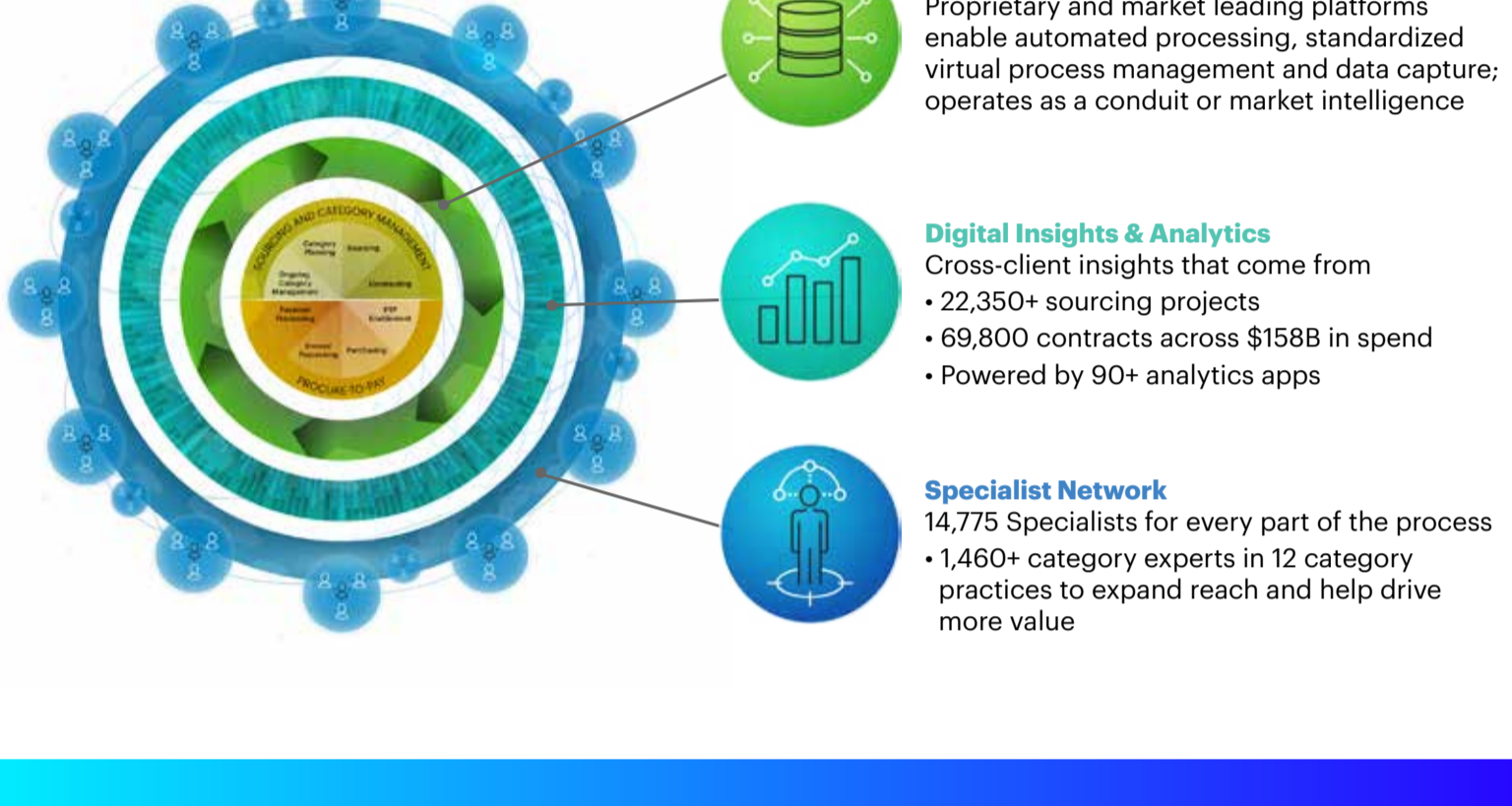
\$124M* is 5x

the savings organizations can typically drive on their own.

Would you prefer **\$24M** or **\$124M***?

SO HOW DOES ACCENTURE HELP CLIENTS DRIVE 5X SAVINGS?

Through Accenture's Digital Procurement Infrastructure



BUT HOW DOES IT REALLY WORK?

5-YEAR PROGRAM, \$1B ADDRESSABLE INDIRECT SPEND

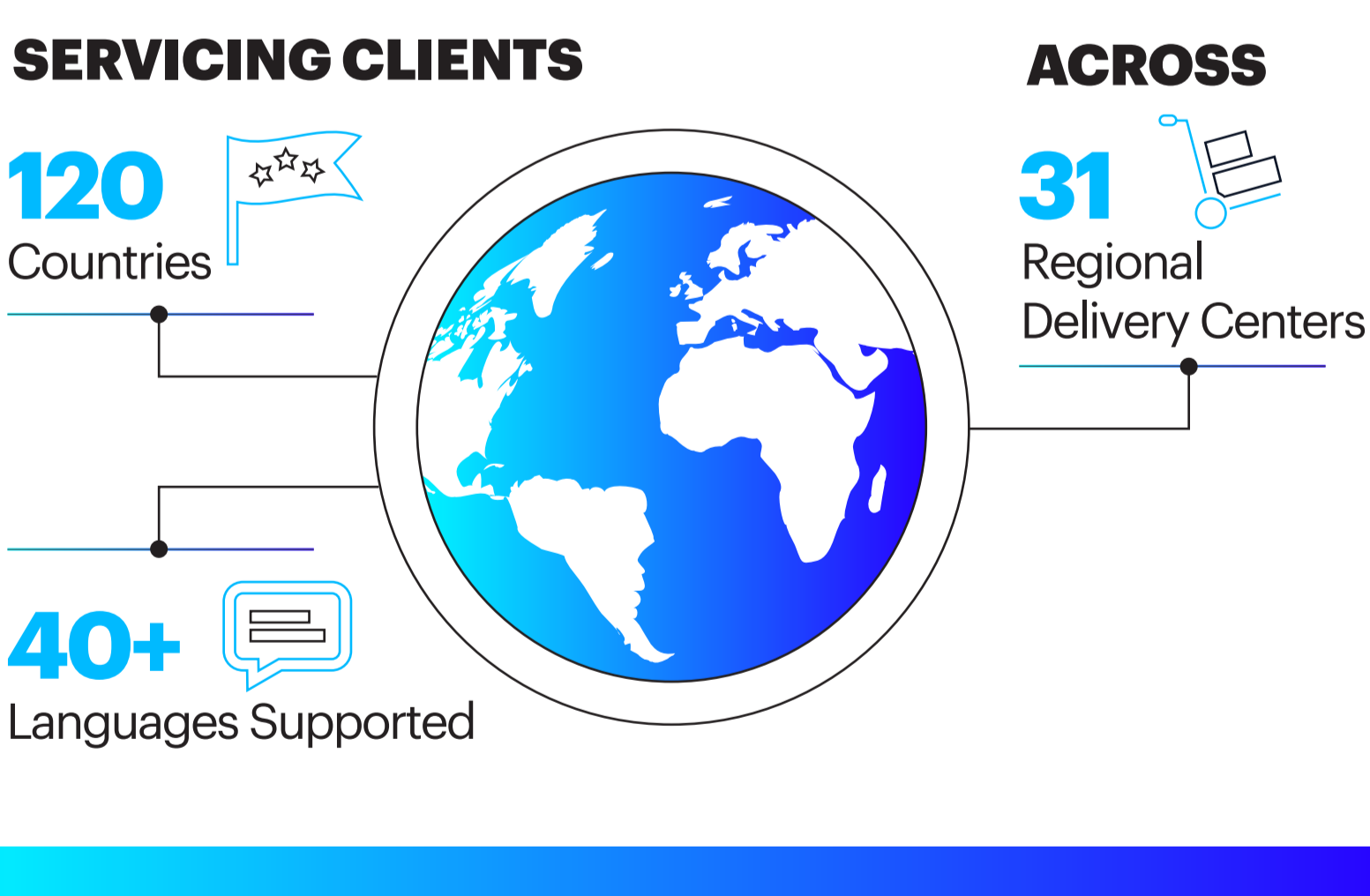
	From Average	To High Performance
SPEND MANAGED		
With category specialists	51% \$510M	93% \$930M
SAVINGS ACHIEVED		
With market intelligence	77% \$39.3M	15% \$139.5M
SAVINGS REALIZED		
With closed-loop process	61% \$24M	89% \$124M
	\$24M	\$124M*

WHAT IF YOU DON'T NEED THE FULL INFRASTRUCTURE?

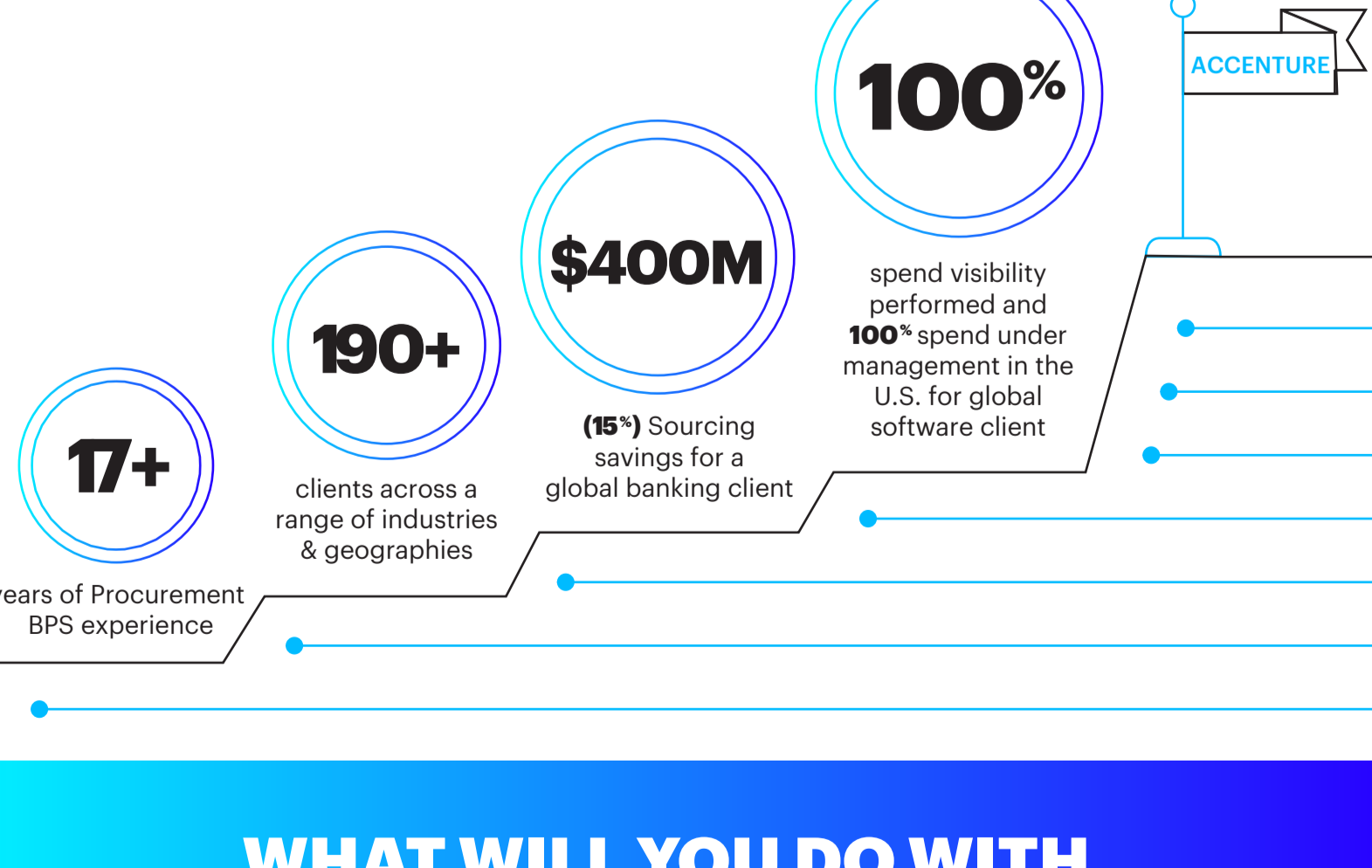
That's ok.

- Clients instantly plug into digital procurement infrastructure to access the capabilities they need
- Clients only pay for what they use
- Clients can scale fast and adapt services to support changing business needs
- Leverage support in parts or all of the end-to-end source-to-pay process
- Leverage support in some or all indirect spend categories

ACCENTURE'S GLOBAL NETWORK OF PEOPLE, PROCESS, AND TECHNOLOGY ACTS AS AN EXTENSION OF YOUR TEAM...



WITH A FOCUS ON ELEVATING THE ROLE AND IMPACT OF PROCUREMENT AND A PROVEN TRACK RECORD OF SUCCESS, ACCENTURE IS THE MARKET LEADER.



WHAT WILL YOU DO WITH YOUR \$124M* IN SAVINGS?

- Fund Growth
- Spur Product or Service Innovation
- Add Back to the Bottom Line

*Savings can be performed over 3 - 5 years. Savings includes new incremental savings that can be performed each year and are only counted for 12 months.