



High performance. Delivered.

Technology companies cannot  
buy their way to competitive  
advantage. Or can they?

Sourcing and procurement are now doing much more than containing costs. Savvy tech company leaders are turning to S&P to drive growth. Why?

In the battle of supply chains, S&P is the new source of competitive advantage. And by adhering to a cost-only mindset, tech companies are putting up to **1/3** of future revenue at risk.

In fact, tech companies that fail to use S&P strategically during the new product development process incur **30% higher product costs**, increasing the likelihood they will lose new product wins to competitors.

Here's what happens when S&P works alongside—and unifies—product engineering and sales:

- Future revenue is protected.
- Engineering time is reduced by **20%**.
- New business win rates rise by **10%**.
- Supplier collaborations become the source of up to **50%** of product innovations.

Learn more, including three key steps to positioning S&P as a new source of growth and competitive advantage, with our full report:

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