



PROCUREMENT CONSULTING SERVICES

Purchasing and product sourcing can account for over 50% of a company's overall business expenses. An effective procurement strategy can increase your organization's savings, reduce transaction costs, and improve delivery schedules.

Achieving best in class procurement performance, however, is not easily done. Successful Chief Procurement Officers (CPO's) routinely encounter significant operational challenges when implementing robust procurement programs, such as:

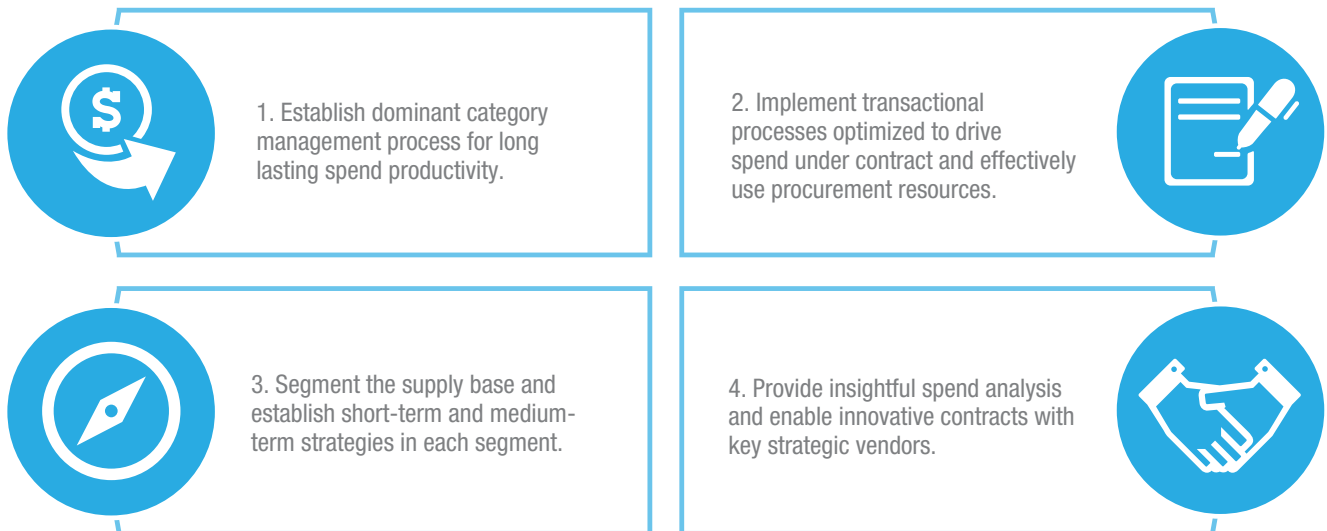
- Executive tunnel vision
- Misaligned objectives
- Lack of, or insufficient, data
- High fixed operational costs
- Technology integration concerns
- Critical skills shortage

HOW SOFTTEK CAN HELP

Our Procurement specialists use a consultative approach to conduct a skillful analysis of your current operations to identify and implement:

- Your company's core capabilities
- Potential gaps in your category management and spending control mechanisms
- Increased efficiency and competency
- Overachievement of performance goals

OUR APPROACH



THE SOFTTEK ADVANTAGE

Proven results. Our Procurement experts base our approach on agile methodologies, and specialize in implementing programs focused on the Purchase-to-Pay process, spend analytics, CAPEX to OPEX transition, CapEx / Asset spend reduction, and other key tools for proactively managing your organization's growth and development.

Compelling practical model. Our industry specialists design a comprehensive, end-to-end plan to ensure that your strategy is executable and implementable, and suited to your specific business goals.

Proximity. Our business model offers key benefits to business interactions - similar time zones, low language and cultural barriers, and short geographical distances - allowing for flexibility, adaptability, and quick response times.

Lean and streamlined operations. Through our experience with better aligning procurement efficiencies for the world's largest companies, we have developed a time-tested and mature approach to tackling procurement strategies through a quick, efficient, and cost-effective system.

Americas expertise. For over 30 years, Softtek has focused extensively on the Americas region. From Canada to Argentina, we are familiar with the business and cultural approaches of business interactions in each region, and can provide our clients with the country-level insights they need to be successful.

CUSTOMER ACHIEVEMENT SPOTLIGHT

Client Profile: ONE OF THE LARGEST MEDICAL INSURANCE PROVIDERS IN US

Challenge. Undocumented work process led to an unbalanced workload in transactional sourcing for a variety of businesses units within the US conglomerate, with fragmented global spend.

Approach. After detailed study, we supported the establishment of a contract lifecycle management system in place to help prompt renewals, re-negotiations of contracts prior to expiry and clause negotiations by active comparison of similar contracts.

Result. Our approach and process implementation resulted in a:

- 20% reduction in contract cycle time
- 15% increase in usage productivity

ABOUT SOFTTEK

Founded in 1982, Softtek is a global provider of process-driven IT solutions with 30 offices in North America, Latin America, Europe and Asia. With 12 Global Delivery Centers in the U.S., Mexico, China, Brazil, Argentina, Spain and India, Softtek helps improve time-to-business-solution, lower costs of existing applications, deliver better engineered and tested applications, and produce predictable outcomes for top-tier corporations in over 20 countries. Through on-site, on-shore and its trademarked Global Nearshore™ service delivery models, Softtek teams with CIOs to constantly increase the business value of IT. Softtek is the creator and a leader of the nearshore industry.

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