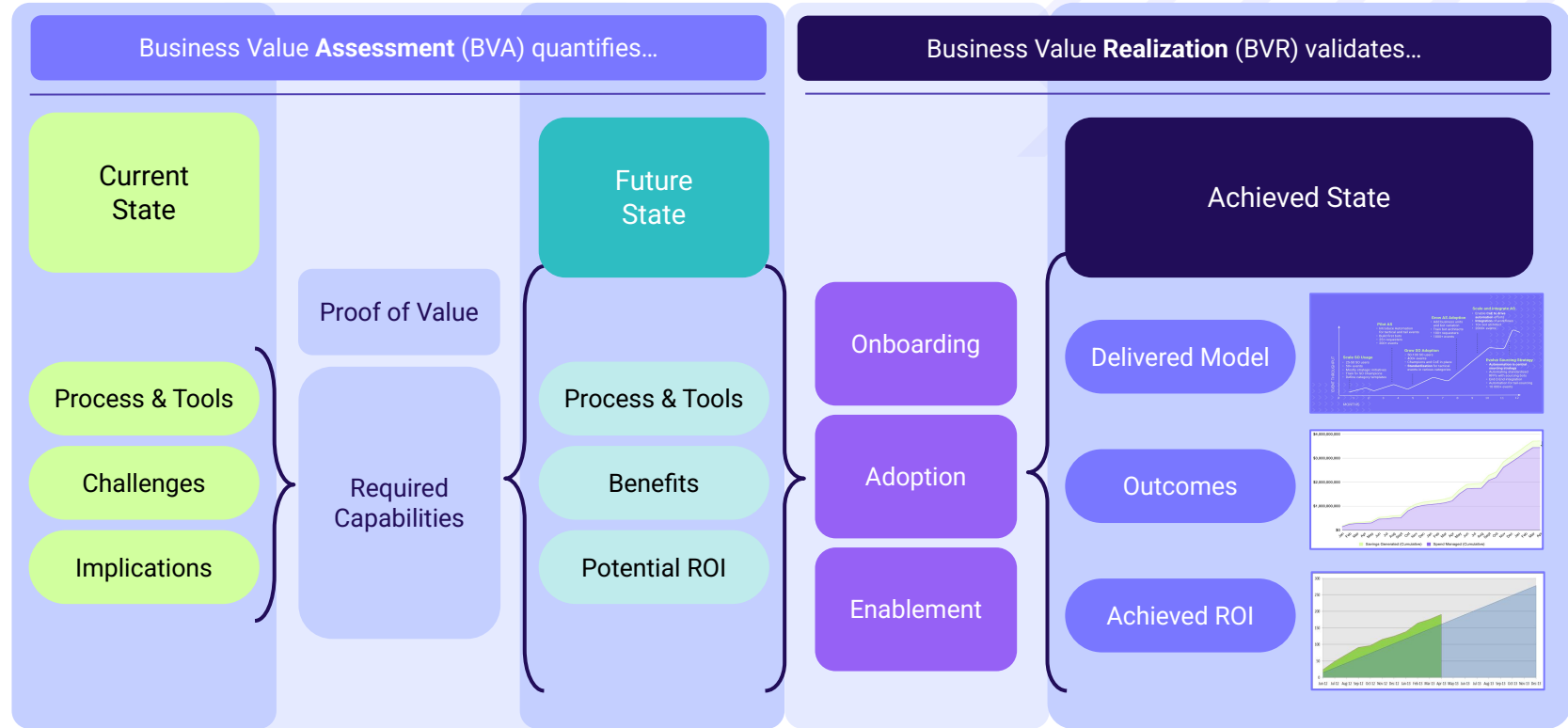
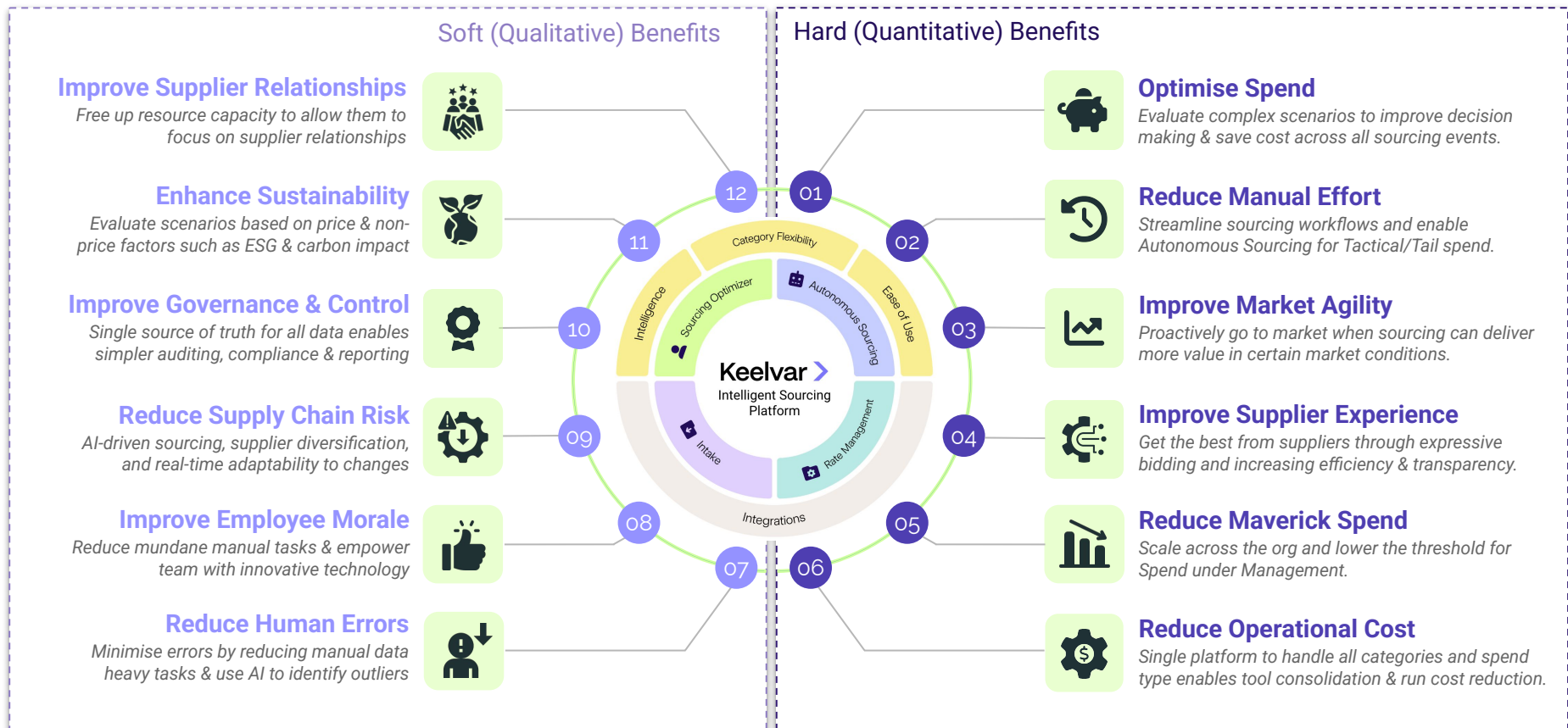


Value Framework







Benefits to Focus On





Metrics to Analyse

Current State

		STRATEGIC	TACTICAL/ SPOT	TAIL
 Optimize spend Easily analyze all scenarios using rich dataset to improve sourcing decision making.	Volume of Events	#	#	#
	Current Optimization Maturity	L/M/H	L/M/H	L/M/H
	Annual Spend	\$	\$	\$
	Addressable %	%	%	%
 Reduce manual effort Streamline E2E sourcing workflow and enable Autonomous Sourcing for Tactical/Tail spend.	Current Sourcing Methods	<Tools/Process>	<Tools/Process>	<Tools/Process>
	Avg Effort per Event (across all rounds)	# hrs	# hrs	# hrs
	Activities Consuming Time (Design → Invite → Publish → Bid → Evaluate → Analyze → Award)	<Activities>	<Activities>	<Activities>
 Improve Market Agility Proactively go to market when sourcing can deliver more value in certain market conditions.	Frequency of Events	#	#	#
	Avg Event Cycle Time	#	#	#
	Spot-Bid Maturity/Agility		L/M/H	
 Increase Quality of Supplier Bids Get the best from suppliers through expressive bidding and increasing efficiency & transparency.	Supplier Participation Rate	%	%	%
	Supplier Pool Size Limitations	Y/N	Y/N	Y/N
	Method(s) of Supplier feedback	<method>	<method>	<method>

Metrics to Analyse

		Current State
<div></div> <div>Reduce Maverick Spend Scale across the org and lower the threshold for Spend under Management.</div>	Managed spend threshold	\$
	% spend unmanaged	%
	Unmanaged spend	\$
<div></div> <div>Reduce Operational Cost Single platform to handle all categories and spend type enables tool consolidation & run cost reduction.</div>	Tools in scope for consolidation	<tool(s)>
	Tool cost	\$
	Tool run cost	\$