

# Fast Facts: Strategic Sourcing Services

*Conduct more sourcing projects, generate increased savings through aggregation and save approximately 10% or more across all sourcing activities.*

## EXPAND YOUR PROCUREMENT CAPABILITIES

As cost-reduction pressures mount, many supply chain organizations are feeling the squeeze. Time and resource constraints often limit the number of commodities that can be sourced each year, resulting in lost savings. Savings opportunities can also be lost in supply chains where spending is fragmented.

Perfect Commerce Sourcing Services expands your procurement capabilities with industry and category experts who can help you source, implement and manage your goods and services contracts.

## WHY PERFECT COMMERCE?

Perfect Commerce has sourced and implemented some 300 contracts, representing more than \$900 million in spend and total savings of \$90 million. Customers report average savings of approximately 10 percent or more across all sourcing projects with a 485 percent return on investment.

Our experienced Portfolio Managers apply deep commodity expertise, a comprehensive supply chain management methodology and leading e-sourcing tools to manage sourcing projects for you, from opportunity assessment through contracting and implementation. Our full range of sourcing services includes private sourcing, collaborative sourcing and pre-negotiated supplier agreements.

## PRIVATE SOURCING EXTENDS PROCUREMENT CAPABILITIES

Perfect Commerce Portfolio Managers extend your organization's resources with the experience and expertise to meet a variety of sourcing needs—from tackling the most complex sourcing challenges to implementing routine sourcing initiatives. With this extra resource, you can conduct more sourcing projects and generate additional savings.

## COLLABORATIVE SOURCING DRIVES SAVINGS

As a leading industry supply chain partner, Perfect Commerce is uniquely positioned to combine requirements from multiple buying organizations into a single sourcing event that delivers savings and other value-added benefits to all participants. Recently, we helped a customer combine bulk chemical requirements for all its plants with those of three other energy companies. The resulting contract netted 43 percent savings in one of the chemical categories.

## DISTINCT VALUE TO YOU:

- “Bolt-on” resource that enables you to conduct more sourcing projects and capture additional savings
- Sourcing experience with a full range of industry-specific commodities—more than 50 categories sourced
- 300 sourcing contracts successfully implemented
- \$900 million annual spend under contract, with customer-reported savings of \$89 million
- Average first-cost savings of 9.7 percent with 485 percent ROI
- Ability to take advantage of aggregation to generate increased savings
- Comprehensive supply chain management methodology
- Leading technology tools for e-sourcing
- Portfolio Managers with deep industry knowledge and commodity expertise

## More Information? Contact:

Your Perfect Commerce, Inc.  
Account Manager  
or:

Matt Worth  
matthew.worth@perfect.com

---

Perfect Commerce, Inc.:  
1.877.777.4888 [www.perfect.com](http://www.perfect.com)

