



## How it works

A typical programme of work includes:



1. Spend Analysis – when done well, provides the intelligence and visibility to create the levers that will dramatically cut costs and increase profitability. Whether we use next generation, machine learning spend analysis or manual techniques, our experienced sourcing and transformation consultants rapidly collate, cleanse and understand your spend data.



2. Identify, validate and segment target categories, suppliers and items and identify local working practices and client team members.



3. Creation of joint client / Xoomworks plan with short, mid and long term savings activities.



4. Application of cost savings strategy to suppliers and items per spend bracket, working jointly through the plan with client contacts as required. Short term savings delivered within 8-12 weeks of spend analysis completion.



5. Delivery of savings and provision of projected savings calculation for each completed and planned activity. Including tracking of savings through to the Financial Accounts with a detailed audit trail of approvals.



6. Deliver a culture shift across the procurement processes on how to extract maximum savings from existing and new agreements, whilst ensuring this knowledge is transferred to your team to enable self sufficiency.



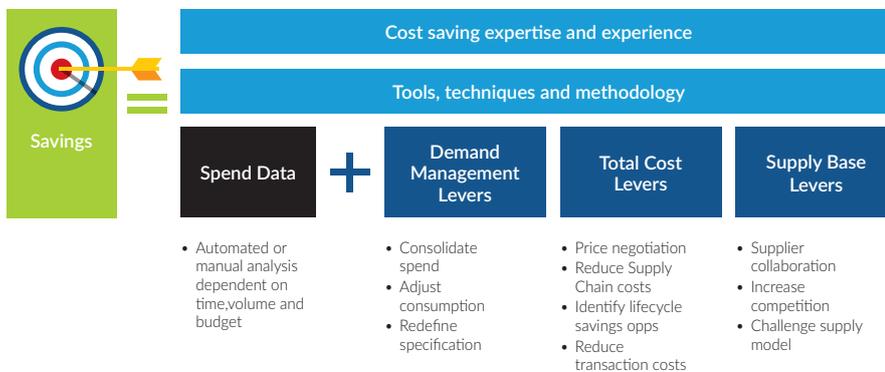
7. Ongoing support and coaching for mid to long term savings if required.



8. Plan a strategy to restructure your organisations supplier base to ensure long supplier cost effectiveness.

## Delivering significant savings

By segmenting the supply and cost base and applying the right levers with the right business engagement, we can help you achieve significant savings, even if you have already started some of these activities.



## Key benefits of Xoomworks' Approach

- Benefit from our targets to deliver at least 10% savings in spend addressed and a ROI of 10 x your project costs.
- Gain competitive advantage from our commercially flexible options such as a risk sharing model.
- Make sustainable savings from a collaborative approach where our expertise is transferred to your team, up-skilling them and making them more self-sufficient.
- Learn how to capture savings on an ongoing basis. As transactional experts, we also advise how to capture the savings, so they remain real after we have left.
- Free up senior procurement staff from doing day-day transactional activities to focus on more strategic and business critical initiatives.

*79% of procurement leaders put cost reduction and generating savings as a key focus for 2018.*

Deloitte's Global CPO Survey 2017

## Industry Experience

As well as a broad range of categories, we work across most industry sectors, including:

- Oil & Gas
- Public Sector
- Property
- Manufacturing
- Communications
- Professional Services
- Mining
- Pharmaceuticals
- Financial Services
- Retail
- Media & Entertainment
- Utilities
- Travel
- Hospitality

## Xoomworks Team

At Xoomworks we employ some of the industry's most enthusiastic and dedicated individuals. We are all passionate about what we do and every one of us is responsible for our continued success. Our team of savings experts consists of seasoned professionals, most of whom have over 20 years' experience in both consulting and industry environments.