

**SOLUTION
OVERVIEW**

Is the 'tail wagging the dog'...

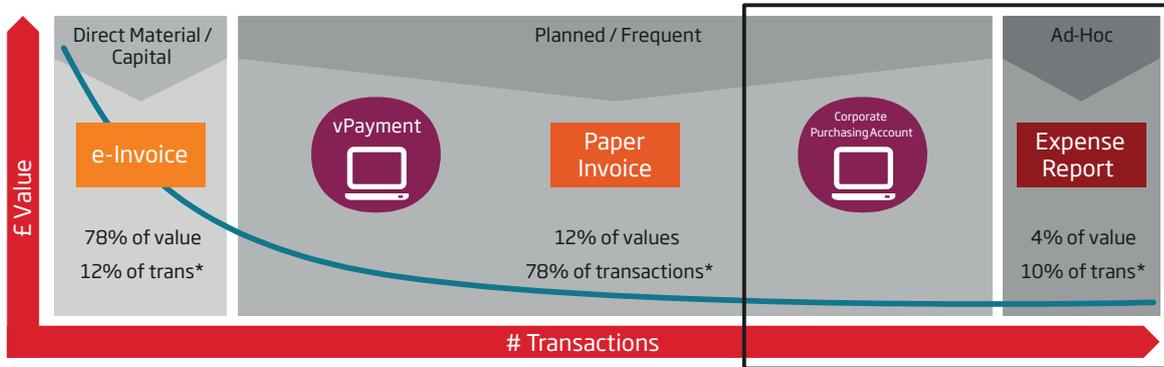
...regarding significant unmanaged spend?



Is the tail wagging the dog?

80% of the procurement effort on only 20% of the spend. Is it too small to worry about, or something that requires attention?

Tail Spend is the untapped area of procurement and yet it can be the easiest to manage and gain benefit from; efficiency, cost avoidance, savings and income from better discounts, P-Card and VAT rebates. So why not have the freedom to buy and the power to control.



Tail spend is one of the biggest sources of incremental savings available. In fact, if you stacked up the individual spend on each supplier in that tail, you might find that, taken together, the tail is your biggest supplier!

Given, that if you add all the tail suppliers together you have one of your biggest suppliers with significant unmanaged spend, it certainly should be the focus of attention.

We think the dog should wag the tail! Effective management will deliver real benefits in terms of increased control and efficiency, enabling compliance, delivering savings from economies of scale, reducing maverick spend and generating income!

But how can we do this when resources are limited, there are too many suppliers and the ERP does not enable processing of Tail Spend easily, causing buyers to bypass the standard processes.

After all, it's easier to be maverick!

Is it in the too hard box?

These are common complaints that the current complex approach to conventional Supplier Relationship Management and Sourcing does nothing to address. It seems that the effort to manage the tail is greater than the perceived benefits and it falls into the 'too hard' box.



“No one else bothers with compliance, why should I?”

“It takes 100 years to set up a supplier in our system”

“I need it now”

So what is the solution?

Well, you could throw more resource at the tail but it is unsustainable; the tail will never shrink or disappear! Outsourcing is a consideration but maybe you want to retain control.

At Sopra Steria, we believe the implementation of QuickStart, our Tail Spend Management Solution is the answer. The freedom to buy, the power to control.

Sopra Steria's QuickStart delivers a solution and service that enables full purchase-and-pay management of all corporate, one-time only, indirect and maverick spend.

Why should I bother?

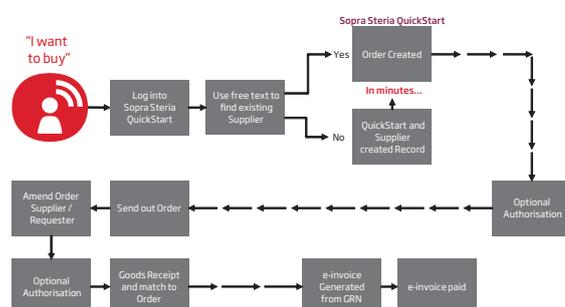
To enable you to gain control of your spend, and achieve control, compliance, efficiency and savings in one solution.

Sopra Steria's QuickStart is a plug and play cloud solution that requires no hardware investment, is 100% PO driven and enables trading with all card and non-card accepting suppliers, providing HMRC Tax/VAT level 3 line level details for every transaction.

Sopra Steria manage the solution for you, supporting your users through the process, and ensuring you get the benefits from the service.

All this plus enriched 24/7 management information providing visibility and control.

Users enter their order using the Ordering Portal (or any other mobile device) and QuickStart manages supplier set up for you using the Vendor Portal.



QuickStart will:

- Give you greater visibility and control of who spends "What When and How Much".
- Maximise the return of your working capital.
- Increase the use of your credit card program improving process efficiency and enabling rebates.
- Provide 100% HMRC accredited VAT/Tax compliant e-invoices from all your Tail suppliers with Line Level 3 detail on every transaction.
- Eliminate master supplier set-up and management of one off suppliers.
- Enable a cost effective way of buying from and paying ad-hoc suppliers.
- Adhere to the prompt payment code.
- Provide intelligently managed early settlement discounts, DPO and rebates.

The benefits: 15% to 20 % savings



So who's wagging the tail now?

Why Sopra Steria?

Our solution puts you, the buyer, firmly in control, providing the flexibility to separate funding sources from the supplier payment mechanism. You could be delivering benefit in less than four months.

Make it happen!

For more information on Sopra Steria's QuickStart Tail Spend Management or any of our other procurement solutions and service please contact us at info.uk@soprasteria.com.

About Sopra Steria

Sopra Steria, European leader in digital transformation, provides one of the most comprehensive portfolios of end to end service offerings in the market: Consulting, Systems Integration, Software Development and Business Process Services. Sopra Steria is trusted by leading private and public organisations to deliver successful transformation programmes that address their most complex and critical business challenges. Combining high quality and performance services, added-value and innovation, Sopra Steria enables its clients to make the best use of information technology.



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