



Emptoris Consulting

High-Value, Focused Consulting

Emptoris® Consulting Services helps customers realize increased value from their Emptoris solutions by using small teams with strong analytical and problem solving abilities, process discipline and advanced communication skills. With an understanding that technology is only one part of a solution, they address additional success drivers that include strategy, process, organization, people, communications, monitoring and change management. Moreover, they focus on knowledge transfer and partner with you to develop a structured, phased roadmap to self-sufficiency. Engagement timeline, scope, team and objectives are tailored to meet each customer's unique requirements and business objectives.

Client Business Objectives

- ▶ In-house expertise in supply and contract management practices, planning and execution
- ▶ Rapid resolution of specific supply and contract management challenges
- ▶ Expert-driven commodity and sourcing strategies

How Emptoris Delivers

- ▶ Expert consultants
- ▶ Deep understanding of Emptoris solutions
- ▶ Flexible, scalable consulting model and proven methodologies

Expert Consultants

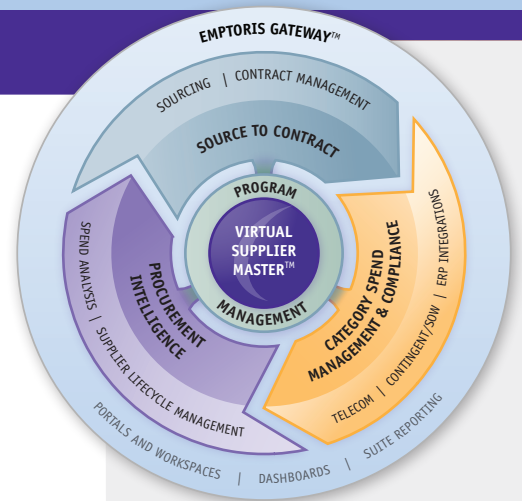
Emptoris consultants are business experts who focus on supply and contract management. They know that every business is different and, by design, take a consultative approach to client engagements. They first learn your business and then partner with you to advance it. While they leverage a knowledge base of best practices, they do not apply cookie-cutter approaches. Instead, they apply experience and knowledge contextually to develop the best solutions for each business.

Emptoris consultants systematically leverage three sources of commodity expertise to engage unique client and commodity challenges.

- ▶ **Knowledge Base:** Emptoris maintains a cross-industry internal knowledge base of best practice, such as project plans, sourcing strategies and supplier and market data
- ▶ **Professional Team Expertise:** Emptoris' professional consulting team brings together extensive domain experience and deep insight into cross-vertical, global sourcing best practices
- ▶ **Research:** Emptoris conducts primary and secondary research to augment its in-house knowledge whenever needed

Deep Understanding of Emptoris Solutions

All Emptoris consultants are experienced with the functional application of each Emptoris solution. Moreover, they bring insight from working with numerous other customers and seeing firsthand the levers that drive greater success. With all the power and flexibility in the Emptoris solutions, businesses can leverage their experience to identify the right approach for their business and quickly meet program goals.



- ▶ Develop in-house expertise
- ▶ Leverage experience of expert consultants to drive greater success
- ▶ Create program roadmap for sustainable, scalable savings
- ▶ Holistically address success drivers including process, organization, communications and change management
- ▶ Flexibly tap into the right level and type of services for your business



Flexible, Scalable Consulting Model and Proven Methodologies

Emptoris consulting services can be flexibly tailored and scaled to meet unique business requirements. Engagements can range from focused event management to overall program development. In all cases, Emptoris brings proven methodologies—from multi-phased sourcing processes and opportunity assessment frameworks to supplier assessment modeling and best practices—that can be adapted to an organization’s specific business requirements and objectives.

Service Offering	Description
Sourcing Event Management	Complete sourcing event management and support capabilities for all commodity categories. Custom-service levels available to accommodate any other requirements. Full-service options available.
Opportunity Assessment	Leverage spend data and other inputs, opportunity modeling, presentation and report development, opportunity prioritization assistance and program planning.
Advanced Sourcing Service	Combine full-service Sourcing Event Management with advanced optimization and analysis techniques and a custom-built performance environment to support complex categories and large scale events.
Supply Management Program Design and Development	Supply management capabilities audit and objectives development. Design and implementation of program work streams including organization structure, standard processes, communication, monitoring, planning and forecasting, change management and governance.
Supply Management Team Augmentation	Medium-to-long term placement of dedicated consulting resources to augment the core eSourcing and supply management team.
Process Education	Off-the-shelf and custom Emptoris supply management education programs for supply management organizations and their suppliers. Supply management courses include sourcing process best practices, negotiation strategies, sourcing analysis and decision making, reverse auction best practices, research fundamentals and others.
Process Automation	Implementation of specific process automation tools for high-value commodity categories and supply management activities.
Supplier Assessment Model Development	Supplier assessment requirements gathering, assessment content development, software implementation and testing, documentation and system rollout.

Emptoris Consulting Services offers high-value, focused solutions to meet every business need. Organizations can leverage their expertise and experience and that of Emptoris’s system integration partners to help quickly and effectively meet business objectives and maximize the return on investment in Emptoris.



Emptoris®, an IBM® company, is a world leader in strategic supply, category spend and contract management solutions that enable companies to maximize financial performance and optimize commercial risk. The company’s suite of award-winning and industry-recognized sourcing, contract management, spend analysis, supplier lifecycle management, services procurement and telecom expense management solutions are successfully used by Global 2000 companies.

For more information about Emptoris, visit www.emptoris.com
 call 1 855 391 2561 (US)
 +1 781 993 9212 (International)
 e-mail sales@emptoris.com