

LEADERSHIP BRIEF – IT HARDWARE DIVERSIFICATION

Regional Concentration Analysis & Diversification Strategy

Total Category Spend 2025: USD 5,529,600

ORIGINAL SPEND CONCENTRATION (2025)

Country	% of Total Spend	Cost (USD)
USA	77%	\$4,233,600
China	23%	\$1,296,000

USA exceeds 40% of spend, creating regional concentration risk.

STRATEGIC OUTCOME

- Reduce USA reliance by 56%
- Add 3 new supply ecosystems to offset concentration
- Increase supplier pricing competition across regions
- Improve logistics routing resilience
- Reduce corridor risk by ~25% with blended cost advantage

NEXT STEPS

1. Shortlist suppliers in India, Mexico, Germany
2. Initiate 8–12 week pilot contracts
3. Review pricing and delivery performance quarterly
4. Reduce concentration further if pilots outperform