



Says

What have we heard them say?
What can we imagine them saying?



Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

This analysis can reveal opportunities to streamline and consolidate purchases and renegotiate supplier contracts

Improve supplier relationship,
Reduce maverick spending,
Improve forecasting

Identification of opportunities to improve purchasing efficiency and optimize spend

Spend analysis is a key step toward improving the sourcing of materials, products and services

A comprehensive view of total spend across different key dimensions (commodities, customers, suppliers, etc.)



The process of collecting, cleaning, classifying and analyzing expenditure data from across the organization

Include Accounting systems, procurement software, payroll software, Industry benchmarking information

To identify patterns and trends within vast amounts of transactional data

Helps achieve a baseline against which to measure future spend performance

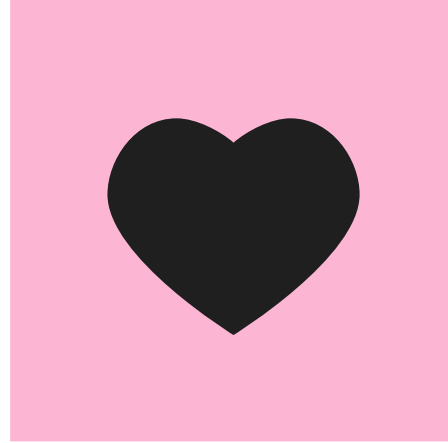
Spend analysis helps companies reduce costs and extract the maximum value from their procurement expenditures

Gain full visibility, Realize savings, Implement administrative efficiencies



Does

What behavior have we observed?
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?