

ProcureSci offers a standardized, scalable approach to Supplier segmentation, we promote:

- Proactiveness
- Clarity
- Prioritization
- Resource management
- Proper relationship structure



*Supplier segmentation is the process of dividing a supplier base into meaningful sub-groups based on how they impact business operations.



ProcureSci.
THE SCIENCE OF PROCUREMENT

Our Mission

To be a solution that makes procurement organizations more intentional, more strategic, and one that gives them clear reason to the tactics they employ.

Our Vision

To energize procurement organizations with data that creates “light bulb” moments, that sparks conversation and action, that previously seemed unclear.

Our Values

We are good people first, then talented, then creative.

Courage – we have a growth mindset
...



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Industry Headwinds

Referenced statistics below solely reflect the supply chain industry

53%

Rising Prices

53% of Supply Chain leaders identify rising prices due to Inflation as a major concern. (Deloitte)

8%

Growing Workload

Procurement output predicted to increase by 8%. Accompanied by expected productivity and efficiency gaps. (Hackett Group)

52%

Staff Declines

Procurement leaders experiencing substantial staff decline due to employee burnout. (Gartner)

75%

Improving Analytics

75% of companies have a data analytics and reporting improvement initiatives planned or underway. (Hackett Group)

14%

Talent Gaps

Procurement leaders have adequate talent to meet future needs of their function. (Gartner)

12%

Anticipated Growth

Forecasted procurement software CAGR is 12% through 2034. 98% Decision-makers planning investment in Supply Chain optimization. 20.53 billion growth over next 9-years.



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We offer a standardized, scalable approach to supplier segmentation with complimentary tools that help procurement teams prioritize, strategize and take tactical action.



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WHY IT MATTERS

We offer a standardized, scalable approach to supplier segmentation with complimentary tools that help procurement teams prioritize, strategize and take tactical action.

LOW DATA USAGE

Companies lack tools that can perform integrated, real-time data processing resulting in only 20% of organizations' procurement data used.

20%

HIGH TURNOVER

52% of procurement leaders experience substantial staff decline due to employee burnout.

52%

HIGH-COST BASIS

Despite accounting for 50 to 80% of a company's cost base, external spend often receives less attention than sales or productivity improvements.

65%

ADMINISTRATIONS/TARIFFS

Anticipate cost increases, staff declines, budget corrections, 100% of surveyed customers believe suppliers will pass along tariff increases to its customer groups.

100%

15%

INSIGHTS = COST SAVINGS

Use data to achieve up to 15% in cost savings by focusing on high-value suppliers.

30%

OPERATIONAL EFFICIENCY

Save up to 30% of time on Supplier-related activities.

15%

ENHANCED INNOVATION

Suppliers report a 10-20% increase in innovation.



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3-Step Solution

Macro View

A broad list of all contracted suppliers, ranked by importance to operations.

Micro View

A focused view of a specific supplier or subcategory with dynamic comparison feature.

Eisenhower Matrix

An X,Y chart that plots a supplier by priority and condition.



Macro View

Supplier segmentation is the process of classifying Suppliers based on specific criteria

Supplier Segmentation

For today's primary demonstration

Critical Supplier

Strategic Supplier

Transactional Supplier

Acquisitional Supplier

Critical Suppliers

Essential to operations

Strategic Suppliers

Accelerate
organizational growth

Transactional Suppliers

Frequently needed
supplies that are low
impact (pens, pencils)

Acquisitional Suppliers

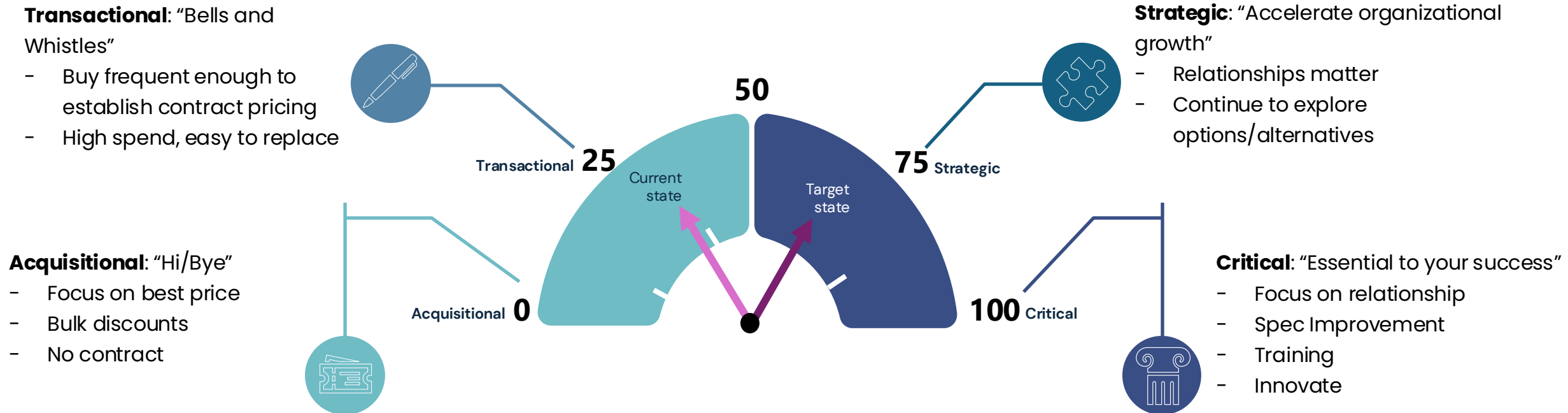
Use as needed, often-
times a contract is not
necessary.



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Micro View

Compare contract current state relationships to the desired state of supplier engagement

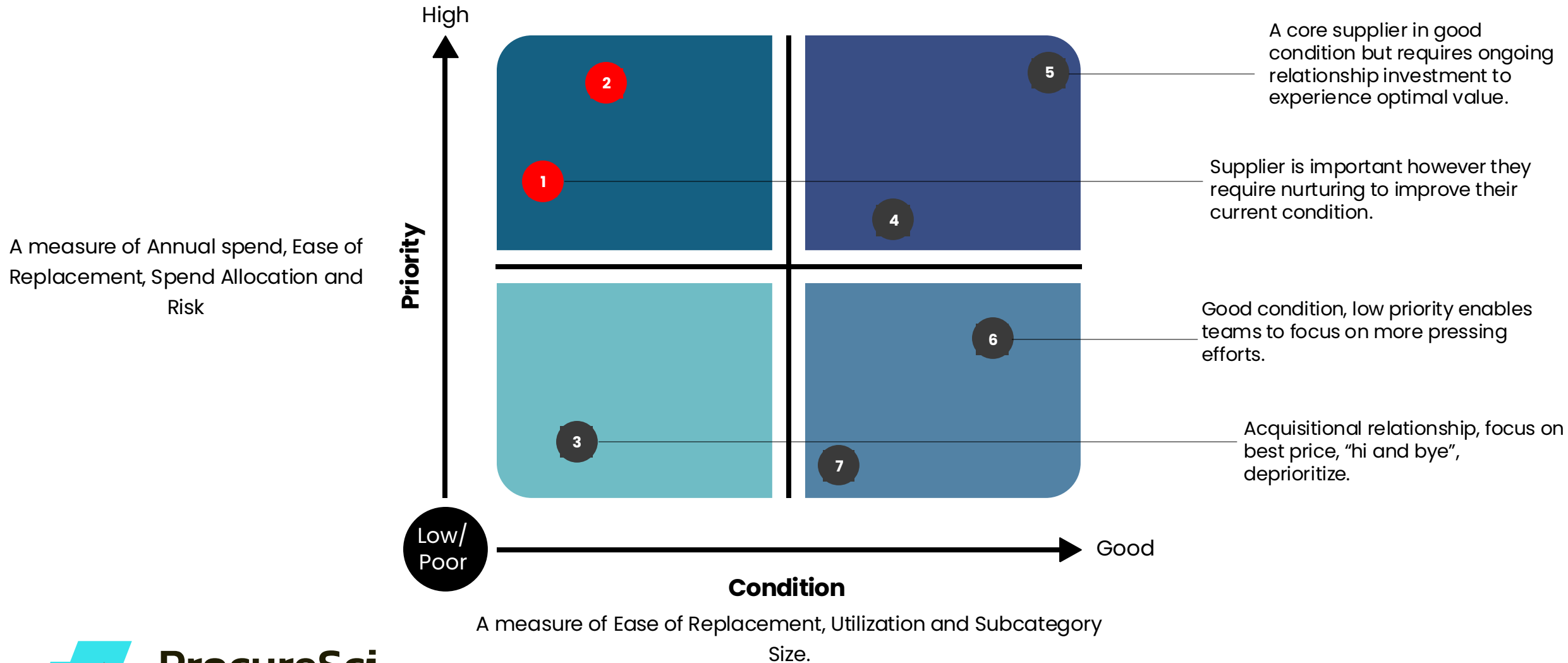


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Eisenhower Matrix

Quickly identify where to focus time and resources



What constitutes a large or enterprise entity in the U.S.? Generally, an enterprise business has annual revenue ranging from \$50 million all the way to \$1 billion or more, with 500+ employees. Its all relative – a large company in one sector may be considered pint sized in another.

Then there's the size of the procurement team. Procurement team size depends on annual spend. Grosvernor found that if your annual program is worth:

- Under \$50 million it will have an average of 5 people
- Between \$50 m and \$300 m, an average of 6 people
- Over \$200 m, an average of 20 people.
- Public Procurement teams tend to be twice as big.

- Efficiency per FTE

A key metric to track in procurement teams is efficiency per full time employee. Grosvernor found a he efficiency gap between top performers and laggards.

“The top third of organizations we’ve studied establish contracts worth \$34.7 m per FTE per year.” writes Gassner. For the least efficient organizations this number was a meager \$1.6 m. This means that while the teams have a similar total number of procurement folk, the more efficient organizations pump through twice as many projects, each with a value that is up to four times higher.”

Larger organizations tend to fall behind their smaller counterparts when it comes to innovating and moving fast. Too many chefs, decision making bottlenecks, red tape, risk aversion, and bureaucracy all serve to put the brakes on



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TARGET MARKET SLIDE

Make a big impact with our professional slides and charts

GEOGRAPHIC

North America

Firmographic

Mid to large scale
companies (\$20
million +)

Central contract
hubs

DEMOGRAPHIC

Chief
Procurement
Executives

Procurement
Managers

Procurement
Professionals

BEHAVIORAL

"More with less
mentality"

Excel is the
primary tool.



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