



Making eCommerce happen.

# Spend Analysis Find the savings

## The Scenario:

*Is your organisation under pressure to reduce costs but having difficulty knowing how and where to find efficiency savings?*

The current economic climate has made it even more necessary for organisations to find efficiency savings and minimise financial wastage. Yet rapidly or easily accessing accurate spend data or information is often a complex task, because it resides across disparate systems spread across multiple site locations. Without an accurate spend picture, attempts to evaluate and improve sourcing and procurement activities are very difficult and significant cost savings remain unidentified.

## The Solution:

Valueworks Spend Analysis rapidly provides detailed spend visibility and identifies cashable efficiency savings within a client's sourcing and procurement activities with pin-point precision, using unique proprietary analysis software.

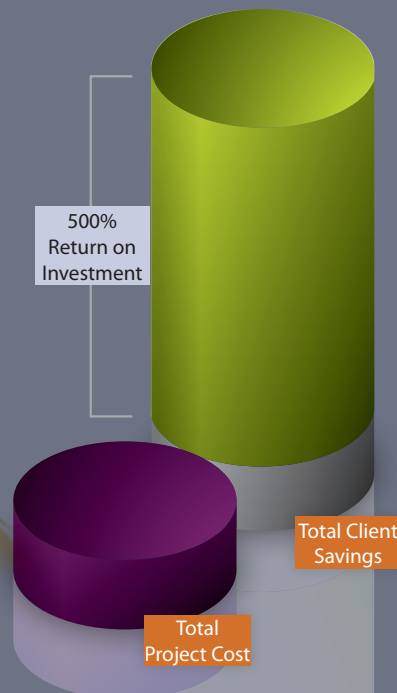
Even better, there is no financial risk to you - if the project is not self financing, you are **guaranteed your money back**.

*"Valueworks helped us to further understand the overall benefits to be gained from improved procurement performance. By better understanding the detail of what is sourced, we have been able to develop a sourcing strategy resulting in efficiencies."*

**Kevin McGlone,**  
Assistant Director,  
Corporate Resources,  
Knowsley Metropolitan Borough  
Council.

## Minimising risk whilst maximising benefits:

Valueworks money back guarantee ensures risk to you is minimal and return on investment is high:



## Product Benefits:

Valueworks Spend Analysis provides a wide range of benefits to you, the client, including:

- Sourcing savings identification typically in the range of 5-15% of addressable spend
- The prevention of maverick buying and assurance of contract compliance
- A reduction of the supply base and the minimising of risks
- A low project cost that is rapidly self-financing and delivers a high return on investment
- No financial risk

## A unique Spend Analysis product, producing optimum savings:

Valueworks' Spend Analysis is defined by a unique process which includes:

**Data Aggregation** – client spend data is extracted from individual or multiple software systems rapidly and with minimum disruption.

**Data Cleansing and Classification** – the automated cleansing of the data and its re-classification to both industry (UNSPSC) and client-specific standards creates detailed, accurate and consistent spend data.

**Process Analysis** – the analysis of client sourcing, procurement and strategic cost management activities across fifty key performance indicators.

**Category Spend Analysis** – unique category analysis of the cleansed and classified spend data to identify major cost saving opportunities.

**Quick Wins** – identification of 'quick win' cost savings opportunities that will deliver positive cash flows rapidly, sufficient to finance the project and deliver the major cost saving opportunities identified.

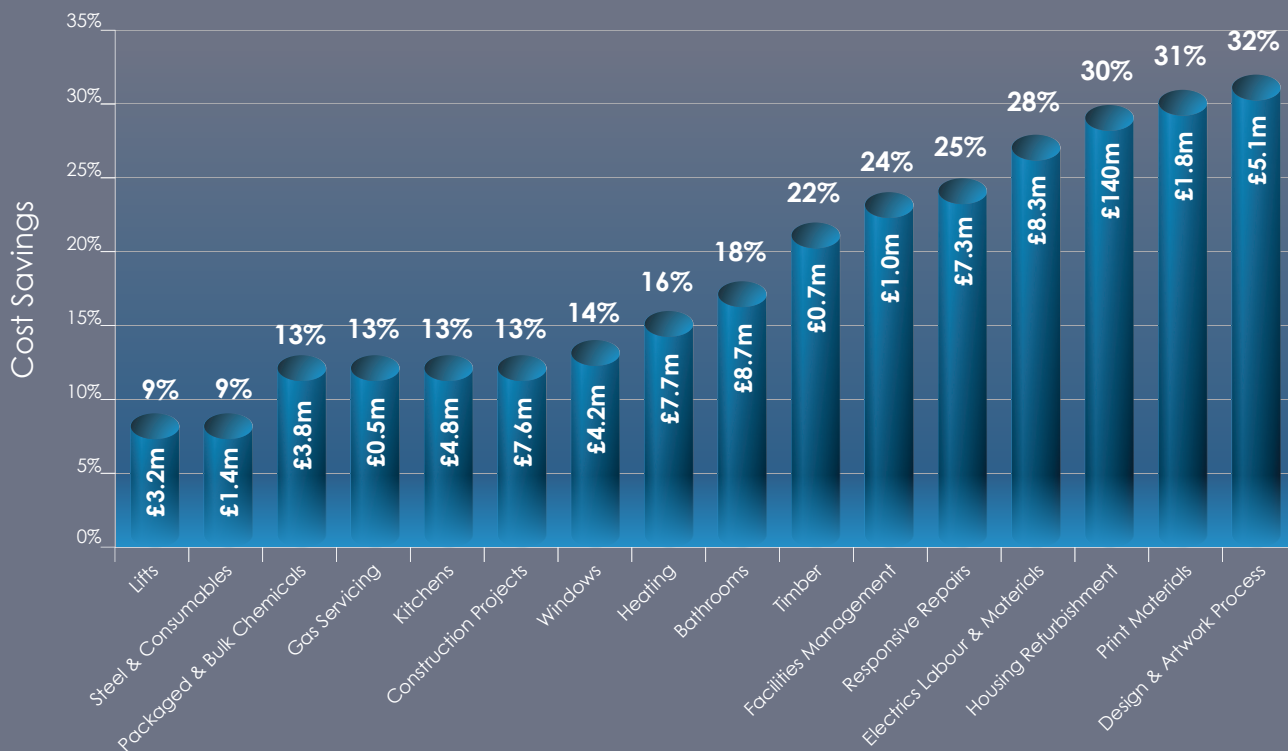


*"Valueworks project has delivered in excess of £500,000 of productivity savings direct to our 'bottom line' from a number of projects conducted by Valueworks across a wide range of our company expenditure."*

David Nicholls,  
Operations Director, Ecolab.

## A proven track record in Spend Analysis:

Valueworks have 600+ client organisations and have delivered savings across a wide range of spend categories. Our results speak for themselves:



You can benefit from e-Marketplaces today. Contact Iain Walsh on **01942 826 788** or email [iain.walsh@valueworks.co.uk](mailto:iain.walsh@valueworks.co.uk) We look forward to hearing from you!