



HCMWORKS

ANALYSIS

STRATEGY



Accurate Facts Lead To **Accurate** Decisions™

HCMWorks helps procurement departments gain greater visibility into and control over their indirect service expenditures creating a competitive advantage in their industry.

Pioneering Methodologies

We have engineered and streamlined an innovative methodology that allows organizations to rapidly deploy a solution that will minimize implementation expense while optimizing returns. HCMWorks can uncover hard dollar savings to reduce indirect expenses from 10% to 30%.

From the 1980's, our vision took shape in the form of the industry's first software technology designed to manage and track labor usage within the country's top companies. Combining those early experiences with the industry's best practices in procurement transaction management resulted in the development of one of the first vendor management systems. This technology was one of the first systems to revolutionize the way large consumers of contract labor procured and managed the category from procurement to payment (P2P) processing online.

True to the V2H Methodology, we leveraged the process discipline used to revolutionize contract labor and began applying it to all indirect services categories. The sustained efficiencies were obtained with each endeavor, regardless of the complexity (ex: legal, marketing, travel) or simplicity (ex: food service, fitness, desktop printing) of the category. Our industry breadth has spanned Financial Services/Banking, Publishing, Consumer Electronics, Manufacturing, Public Utilities, Retail, and many others in both the U.S., Canada, and other international arenas.

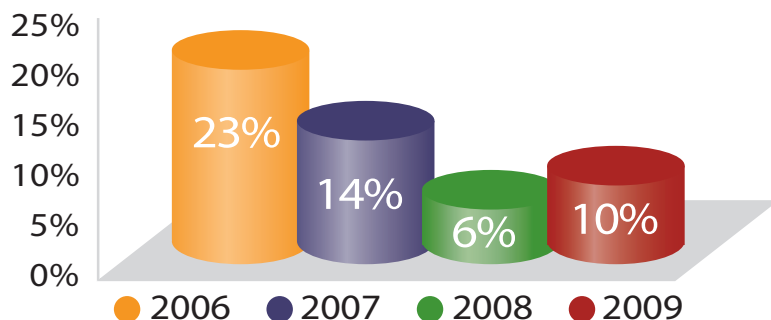
Value

Our expertise and industry experience is unparalleled in the market today. We can work with your company to evaluate the best processes to optimize your indirect services procurement.

Our clients have not only realized rapid return on investment (ROI) results but we have seen an ability to design programs that achieve unprecedented sustained returns. The graph below from a North American telecommunications company demonstrates how our methodologies generated savings in year one, but even more notable is that through our sustainability programs, we were able to reduce the diminishing returns in the fourth year by improving results to an additional 10% or \$12MM.



Our 4-step V2H Methodology allows for organizations to migrate effective and sustainable change into their indirect services procurement categories. The methodology leverages a consistent discipline and applies it to any category to identify and attain significant cost process efficiencies.



Whether it is marketing, contract labor, consultants, print, travel or any indirect services category, our deep domain expertise can identify efficiencies where opportunity was thought not to exist.

Services

As illustrated below, we provide four distinct services. These services enable our clients to move through the transformation process at a pace that verifies the business case to executives and validates value and adoption to the business operational management. We can provide a holistic approach that encompasses all our services or we can tailor a program to meet your current and future needs.

The four service offerings are a process that can be applied to any function within the procure-to-pay (P2P) process and any category within indirect and direct services, including among others:

- Sourcing
- Strategies
- Contract Negotiation
- Product/Service Implementation
- Supplier Management
- Invoice and Payment Processing
- Demand Management
- Audit
- Outsourced Service Management
- Contract Management
- Business Line Reporting
- Stakeholder Communication
- System Integration
- Spend Visibility/Trending

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- Qualitative and Quantitative Analysis of Service Category
- Sourcing & Transaction Process Mapping
- Review and Opportunity Analysis of Pricing Models
- Vendor & Service Rationalization
- GAP Analysis vs. Best Practices

- Roadmap to Best Practice Implementation
- Change Management Requirements
- Internal & External Communication Plan
- Technology Requirements
- Set Benchmarks & KPI's
- Deploy Strategy

- Launch Communication Plan
- Proactive Change Management – Ensure Adoption
- Internal & External Communication Plan
- Data Load – Communication – Validation
- Measure Against Benchmark & KPI (SLA's)

- Strategic & Tactical (Daily) Management & Oversight
- Ensure Adoption and Compliance
- Measure Savings and ROI
- Provide Hierarchical Performance Reporting:
 - Program Savings & ROI
 - Program Stakeholder Satisfaction & Appraisal Program
 - Performance Against Benchmarks & KPI's (SLA's)



For more information contact

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IMPLEMENTATION



MANAGEMENT

Savings
(in Millions \$)

