

# Strategic Sourcing Services

4Gen IT Supply Management helps ensure that you get the most from your IT investment. We not only help you to build, implement and refine your sourcing **strategies**, but also help you manage your investments across each IT **category**. Plus, our integrated services help you get the best **deals** from your **suppliers** and ensure that they deliver against their commitments.

Our services allow you to:

- Align sourcing decisions to IT strategies and objectives
- Use collaborative governance to make sourcing decisions
- Find and manage supply risk before it impacts your bottom line
- Select and implement cost effective supply management tools

## Strategic Sourcing Lifecycle

The more IT suppliers you rely on, the more essential it is to have a comprehensive sourcing strategy. Our services provide the framework you need to develop and implement strategies for supplier governance, internal supply management, risk mitigation and more. We make the Strategic Sourcing Lifecycle logical and controllable—and that leads to greater success.

## Our Critical Success Factors

- Intergration of the deal, category and supplier lifecycles to support your strategic IT goals
- Building your IT Supply Management capabilities through communication and training
- Provisioning teams composed of all the disciplines needed to help you make the right IT Supply Management decisions
- Flexible and measurable standards-based processes for suppliers and customers

## Strategic Sourcing Services

- Sourcing Strategy
  - Development
  - Measurement
- Organizational Improvement
  - Team Skills
  - Staff Skills
- IT Supply Management
  - Tools Implementation
  - Communication and Education
  - Risk Management



## Get More from Your IT Investments

To get the best return on your IT investments, you need total integration and active oversight of all Supply Management Lifecycles—deal, category, supplier and strategic sourcing. 4Gen gives you clearly defined tools and processes to manage your IT investments properly. We can drive each lifecycle for you or establish frameworks to assist your team. Either way, we have the services to bring these Supply Management Lifecycles under your control.



integrated thought for IT

CHICAGO | DETROIT

Call: 1.866.759.4Gen (4436)  
Write: DealTeam@4Gen.com  
Visit: www.4Gen.com

## 4Gen Can Add Value for Strategic Sourcing—Even to the Most Successful IT Team

No matter how well your IT department is performing, or where you are in the Strategic Sourcing Lifecycle, our services can help you improve efficiency and boost ROI.

### Confusion/Clarity Gauges

*How well is your IT team handling the Strategic Sourcing Lifecycle?*

Evaluate their effectiveness for three key areas:

MUCH CONFUSION	SOME CLARITY/SOME CONFUSION	MUCH CLARITY
<b>Align IT Sourcing with Overall IT &amp; Business Strategies</b>		
<ul style="list-style-type: none"> <li>No alignment/coordination of IT sourcing with IT and company goals</li> <li>Company does not take advantage of IT sourcing opportunities</li> <li>Company and IT planning handled independently of IT sourcing</li> </ul>	<ul style="list-style-type: none"> <li>Some alignment of IT sourcing with IT and company goals</li> <li>Some company goals take advantage of IT sourcing opportunities</li> <li>Some company and IT goals reviewed/included in IT sourcing planning process</li> </ul>	<ul style="list-style-type: none"> <li>IT sourcing aligned with IT and company goals/company and IT goal setting includes IT sourcing</li> <li>Company takes advantage of strategic IT systems and IT sourcing opportunities</li> <li>Company and IT goals are foundation of IT sourcing plan</li> </ul>
<b>Strategies &amp; Goals Across Categories</b>		
<ul style="list-style-type: none"> <li>Categories not viewed as group for planning</li> <li>No strategic coordination across categories</li> <li>Planning handled differently for each category</li> <li>Policies and processes are inconsistent across categories/no integration/much user confusion</li> </ul>	<ul style="list-style-type: none"> <li>Group planning for some categories</li> <li>Some strategic coordination across categories</li> <li>Planning guidelines for some categories</li> <li>Some policies and processes are consistent across some categories/some integration/less user confusion</li> </ul>	<ul style="list-style-type: none"> <li>Group planning for all categories</li> <li>Strategic coordination across categories/plans and goals support all categories</li> <li>Planning guidelines for all categories</li> <li>Standards for customer feedback and review</li> <li>Policies and processes are consistent across all categories/all categories integrated/no user confusion</li> </ul>
<b>Cost Allocation &amp; Demand Management</b>		
<ul style="list-style-type: none"> <li>Little knowledge of actual IT business service costs</li> <li>Support costs are held in IT with business units having no accountability to use the services effectively</li> <li>No incentives to reduce usage of high cost services when less costly alternatives exist</li> <li>Business managers not aware of how costs increase as demand increases</li> </ul>	<ul style="list-style-type: none"> <li>General cost knowledge for some services</li> <li>Business managers are billed for support but don't understand how the costs are determined and what they can do to more effectively use the services</li> <li>Cost billed to business units increases as demand rises</li> <li>Some services highlighted as expensive</li> <li>Business managers aware how costs are related to demand and have some incentives to control demand</li> </ul>	<ul style="list-style-type: none"> <li>Business managers know costs for all service usage</li> <li>Support services properly allocated to business units in a way that rewards desired behaviors</li> <li>Business units can budget cost based on demand and understand methods of controlling demand</li> <li>High cost services are identified and eliminated or replaced with less costly alternatives</li> <li>Company demand used to forecast allocated costs</li> </ul>
<b>How 4Gen Can Help:</b>	<b>How 4Gen Can Help:</b>	<b>How 4Gen Can Help:</b>
<ul style="list-style-type: none"> <li>Establish IT sourcing goals that align to IT and business objectives</li> <li>Develop and implement guidelines for uniform planning</li> <li>Provide analysis of actual spend vs. demand</li> <li>Educate business units on IT Strategic Sourcing techniques</li> </ul>	<ul style="list-style-type: none"> <li>Assist in developing IT Strategic Sourcing plans</li> <li>Support planning across all IT categories</li> <li>Train your IT Supply Management team to use strategic sourcing techniques</li> <li>Educate IT on how to best manage demand for IT services and how to educate business units</li> </ul>	<ul style="list-style-type: none"> <li>Assess alignment of IT sourcing with IT and business strategies and goals</li> <li>Measure compliance with strategic sourcing plan</li> <li>Evaluate efficiency of uniform planning processes</li> <li>Determine if demand management practices prompt desired behaviors</li> </ul>

Contact 4Gen for a Strategic Sourcing Lifecycle Assessment or a full evaluation of your team and process.

[www.4Gen.com](http://www.4Gen.com) | 1.866.759.4Gen (4436)