

STRATEGIC PROCUREMENT

Cost | Control | Compliance

Build your Procurement Team into a Strategic Asset and Gain a Competitive Advantage

Gain Real-time Visibility into your Total Spend, Realize Savings and Deliver:

- Strategic Alignment
- Lower Procurement Costs
- Increased Contract Compliance
- Reduced Working Capital Requirements
- Risk Mitigation
- Fast Time-to-Value

Benefits

Cavallino's four-step Procurement Review Process process brings visibility to total spend, reduces cycle times in contract development and procurement, controls maverick spending and optimizes vendor performance.

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Realize Savings Through Procurement

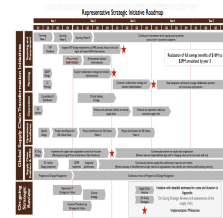
Leveraging our world class P2P tools, the Cavallino team follows a four step procurement process that utilizes three key elements to deliver sustainable results through lower procurement costs and improved efficiencies.

The purpose of our Procurement Review Process (PRP) is to identify strategic, process, and infrastructure improvement opportunities to strengthen cost, control, and compliance of your Procurement organization.

We analyze your current practices against a best practice framework, evaluate your organizations maturity to establish and prioritize gaps, and then provide a strategic initiative roadmap to close the gaps and increase your maturity level.



Module	Category	Step 1	Step 2	Step 3	Step 4
Strategy	Business Alignment	+	+	+	+
Strategy	Procurement Vision	+	+	+	+
Strategy	Procurement Strategy	+	+	+	+
Strategy	Contract Strategy	+	+	+	+
Process	Strategic Sourcing	+	+	+	+
Process	Contract Management	+	+	+	+
Process	Supplier Selection Programs	+	+	+	+
Process	Supplier Management	+	+	+	+
Process	Contract Management	+	+	+	+
Process	Process Design	+	+	+	+
Infrastructure	Performance Measurement	+	+	+	+
Infrastructure	Skills & Capabilities	+	+	+	+
Infrastructure	Organizational Structure	+	+	+	+
Infrastructure	Systems & Programs	+	+	+	+
Infrastructure	Supplier Network	+	+	+	+



Proof:

Recently, we saved \$450M over three years for a Fortune 500 client in the cable & telecom industry. By implementing Cavallino's recommendations, the company realized savings that had immediate positive impact to their bottom line and to their stock price.

If you're interested in learning more, give us a call or visit us at www.cavallinollc.com