

# SMART PROCUREMENT TANGIBLE IMPROVEMENTS IN SUPPLY CHAIN PERFORMANCE

Gain connectivity, transparency and automation. Reduce risk and cost, ensure contract governance and improve supplier collaboration.

## PROCUREMENT CHALLENGES

Key challenges reported by procurement leaders:



**LIMITED VISIBILITY** – 65% have no visibility beyond tier-one suppliers; little to no understanding of underlying cost drivers.



**PERFORMANCE MANAGEMENT** – 55% have insufficient insight into supplier performance; inconsistent processes.



**LACK OF DATA-DRIVEN DECISION-MAKING** – 48% think current value measures are outdated and irrelevant.



**RISING COSTS** – 48% are underutilizing digital technologies; limited digitalization; inability to identify spend anomalies.

## THE SUCCESS

**\$50M**

Savings in first 12 months from process digitization and new enterprise tools.

**\$25M**

Estimated savings from better management of commodity and currency dynamics.

**80%**

Decrease in time needed for supplier onboarding and approval processes.

**60%**

Reduction in P2P cycle time via controlled buying and invoice automation.

**1%**

Annual spend savings in first quarter alone through enhanced spend visibility.

## OUR SOLUTIONS

We combine deep industry and supply chain expertise, optimally blending digital, process, technology and operations to empower customers with supply chains that are smarter, resilient and responsible.



### DIGITAL SYSTEMS

- Digital Supplier Network and Supplier Management
- Strategic Sourcing
- Contract Management
- Invoice Management



### COLLABORATION & AUTOMATION

- EDI-Powered Collaboration
- Data Digitalization (POs, PRs, Invoices)
- Robotic Process Automation (RPA)
- Supplier Enablement and Integration



### ANALYTICS & INSIGHTS

- Procurement Diagnostics
- Process and Spend Optimization
- Spend Analytics
- Supplier Risk Management
- Fraud Detection



### COGNITIVE DECISION-MAKING

- AI-Guided Buying
- Sourcing as a Service
- Cognitive Automation
- Commodities Risk Management

# STUDIO CAPABILITIES

Consulting-driven approach integrates end-to-end services, technology accelerators and best practices.

## SAP SOLUTIONS

No one has a better track record with SAP platforms than Bristlecone. As a preferred SAP partner, we can position you to thrive on change with SAP S/4HANA, IBP and Ariba.

## ANALYTICS & AI

Put your data to work by leveraging AI-powered analytics to gain unprecedented visibility, unlock valuable insights and enable intelligent data-driven decision-making.

## MODERN ENGINEERING

Looking to build, optimize or maintain your systems? Tap into our expertise and enablers to transition to the cloud, enhance CX, and roll out new security and operations processes.



## PLATFORM SOLUTIONS

Harness the power of best-of-breed platforms. We can implement, integrate and elevate your ERP/SCM environment to boost operational agility, visibility and performance.

## EVERYTHING CONNECTED

Realize the incredible power of a connected enterprise. We can connect and integrate your disparate systems, platforms, devices, apps, data, networks and cloud technologies.

## IMPACT WE'VE MADE

Domain expertise differentiating every engagement.

**1,000+**

Customer Engagements

**100+**

Enablers and Accelerators

**TOP 10**

Leader in Supply Chain

## WHY BRISTLECONE?

We are the leading provider of AI-powered application transformation services for the connected supply chain. We specialize in helping organizations create higher-performing environments and deliver exceptional customer experiences.



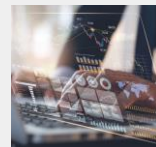
### INDUSTRIAL

Manufacturing  
High-Tech  
Semiconductor



### CONSUMER

Retail  
CPG  
Life Sciences



### TECHNOLOGY

Software & Platforms  
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**14** GLOBAL HUBS



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CORPORATE HEADQUARTERS:  
San Jose, CA, USA

**BRISTLECONE**

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