



# Sourcing and Contract Management

Ensure a successful supplier collaboration

experience expertise


# Set a sourcing strategy

Making the absolute most of your supplier

The IT-market evolves quickly, and the range of suppliers is in ongoing transformation. As decisions regarding sourcing become still more complex, choosing between the many options can seem confusing. You need make the right decisions for you and get the most out of your supplier.

New IT-solutions and products often mean changed work procedures and with them significant efficiency improvements and value creation. But the journey to get there can be long and complex. The market for IT-solutions is under constant development, and the complexity of the products can make it hard to identify the right solution for your business.

Here, thorough preparation becomes the foundation of successful sourcing, and often the preparations must also contain a managerial anchoring of plan and goal. Moreover, a thorough uncovering of the market and a subsequent dialogue with chosen suppliers is often valuable to the tender process. This can be a challenging feat indeed if you are setting out to do everything on your own.



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# Benefits & impact

Unlock the benefits of skillful sourcing

Sourcing is about creating and improving value and efficiency. But the results can be hard to spot if the mountain of preparations, KPI's, planning and contract management casts long shadows over the entire process.

Reduced costs throughout the sourcing process.



Sustained focus on the business and purpose.



The best solution fit to your specific needs.



A new approach to contract management and governance going forward.



How we do it:

## Exceptional expertise in every phase

Our consultants have experience with all parts of the sourcing process. We can support you in a selection of phases or stick by you all the way from strategy to implementation.

### Sourcing Strategy

We map your needs, potential bindings and dependencies between supply areas. We then prioritize the initiatives and recommend a sourcing strategy with a roadmap for the tender and plan for implementation.

1

### Contract Management

Large contracts and lengthy deliveries often demand formalized and continuous contract management. We assist you in implementing formalized contract management within the organization.

2

### Sourcing with SKI

The SKI 02.22 framework agreement makes it possible to source the entirety or parts of your IT-operation. This can happen through direct allocation or mini tenders. We can help you quickly through both.

3

### Agile tender process

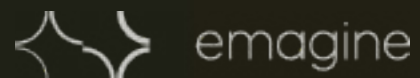
An agile tender process can reduce time – and resource expenditure during the tender process for private tenders. At the same time, it is a good solution and contract in a changeable market.

4

### Health checks on contracts

There are often benefits to gain from second viewings and renegotiations of contracts that have been gathering dust on the shelf for a while. We can help optimize old contracts for new purposes and market development.

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# Want to know more?

Get in touch

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