

# Integrated IT Procurement and Tail Spend Management: Global Consumer Company



## Business challenge

- IT Procurement had become unwieldy, inefficient, costly and time consuming
- Order processing was always delayed
- Company was managing over 500 IT suppliers
- Spend was not leveraged properly
- Processes were not streamlined
- Needed to grow Tier 1 diverse spend
- Needed better reporting across all IT procurement

## TCGi solution

- TCGi implemented its Integrated IT Procurement model (IITP) to streamline processes and manage the transactional flow of orders for hardware, software, cloud, maintenance, and other IT related needs, thereby managing their in-scope IT Tail Spend
- TCGi manages multiple vendor and OEM relationships, providing PO advice, rapid invoice processing and payment on each order
- All client PO's are issued to TCGi, we track each step of the process to ensure orders are processed in a timely manner
- TCGi manages vendor relationships including invoice processing
- TCGi invoices client after written acknowledgment of receipt and aggregates orders to reduce transaction costs

## Client environment

- Large, global consumer company
- IT procurement spend in 48 countries
- Over \$500 million annual IT spend
- Managing over 500 IT vendor relationships
- Small IT Procurement team

## Business impact

- All orders for hardware, software, maintenance, etc. are being processed in a timely and efficient manner
- Cost savings are being realized
- Client pays TCGi and realizes a Tier 1 diverse spend
- Order tracking; superior reporting provided
- TCGi manages orders with multiple resellers and OEM's
- Multiple financial options are being leveraged (straight purchase, 12 month extended payment plans, up to 5 year lease)
- Global support for non-US spend is offered