



# Accelerating Savings & Procurement Performance

## CORPORATE OVERVIEW

### Strategic Sourcing & Procurement Consulting Services

Insight Sourcing Group is the premier management consulting firm in North America focused exclusively on cost optimization and procurement-related services. We work across all industries to provide measurable cost reduction and performance improvement.

Our firm combines the resumes and expertise of the larger firms with entrepreneurial flexibility and the power of focus. We engage with our clients in a way that works for them and we guarantee results.

Recently ranked as the most innovative consulting firm in the country, we offer the following portfolio of services that can be provided as individual offerings or combined as components of a total solution.

### STRATEGIC SOURCING

Our firm blends deep experience and category expertise with a hands-on, comprehensive approach to cost optimization - one that is fair and objective, yet achieves best-in-market costs and quality. We have completed over 4,000 sourcing projects to date.

### PROCUREMENT TRANSFORMATION

We can rapidly assess your team, policies, technology, and processes against our framework of over 750 best practices. We then work with you to build a world-class procurement team from the ground up or optimize your existing team.

### GROUP PURCHASING ORGANIZATIONS (GPOs)

Our GPO programs are a quick and easy solution that deliver rapid savings. GPOs leverage aggregate pricing in volume-driven categories to deliver pricing and terms with leading suppliers that our clients could not achieve on their own.

### ENTERPRISE ENERGY MANAGEMENT

Our team of energy experts partner with clients to provide comprehensive supply and demand management solutions in order to reduce energy costs and manage risk.



#### Key Project Metrics

**4,000+**

sourcing projects completed

**12 - 20%**

average savings per indirect category

**2 - 5 Months**

average client payback period

**400 - 600%**

average one-year client ROI

**500+**

number of clients we've worked with



Insight**GPO**



## INDUSTRY-LEADING SPEND VISIBILITY PLATFORM

As procurement consultants, our need for spend visibility is identical to our clients' needs. We are often hired to identify and capture cost savings opportunities but quickly discover that our client's data is inaccurate or unusable from a sourcing perspective without significant cleanup work. We explored the marketplace for spend analytics solutions and were frustrated by the hard-to-use and highly inaccurate tools we found in the market.

**SpendHQ** was born out of necessity, starting as an internal tool and later becoming a "leave behind" offered only to our consulting clients. Our clients loved the intuitive user interface, sourcing-accurate data, and the sourcing professional's perspective embedded into the tool. In 2013, we decided to offer it to the general marketplace and SpendHQ has grown at a torrid pace ever since, having analyzed over \$1.5 trillion in spend and counting.



SpendHQ is the command center that puts you in control of your spend. Founded upon our firm's deep strategic sourcing and procurement heritage, the tool allows you to drive savings with actionable spend data using our industry-leading interface.

For more information on SpendHQ, visit [insightsourcing.com/services/spendhq-spend-visibility](https://insightsourcing.com/services/spendhq-spend-visibility).

---

## WHAT OUR CLIENTS SAY ABOUT WORKING WITH US

"We started working with Insight Sourcing Group four years ago with a small pilot program in a single division. **They quickly proved themselves as experts in procurement and analytics.** Today they lead procurement projects in all of our divisions, delivering significant value and savings. They recently led cross-subsidary sourcing projects by using sophisticated analytics to consolidate spend among our broad product offerings. In each case, the projects were a tremendous success. **We consider them an extension of our team.** They are highly regarded by our senior executives and are considered a strategic partner."

*Senior Vice President, Logistics & Operations  
\$15B automotive & industrial parts distributor*

"We used Insight Sourcing Group as a fundamental part of our company's procurement transformation. They provided category expertise, functional training, and best practices that **allowed us to accelerate our transformation, capturing value faster** while elevating the level and performance of the procurement team. Insight Sourcing Group exceeded expectations by being an extension of our internal procurement team and remains a strategic advisor going forward."

*Chief Procurement Officer  
\$3B apparel retailer*

For more information about how we partner with procurement leaders to accelerate savings, call **(888) 973-0208** or visit [insightsourcing.com](https://insightsourcing.com).

