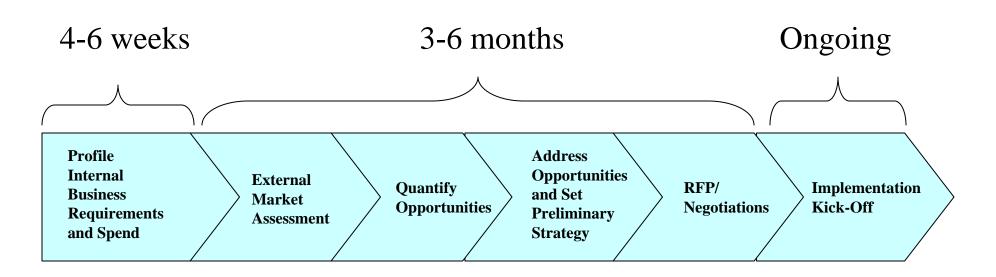
6-Step Sourcing Process



procedures

Baseline category costs & operating

Understand the category market structure and dynamics

Validate findings and quantify potential benefits

Design objective tools and decision matrices to capture identified benefits

Distribute RFP Set negotiation approach

Smooth transition from contracting to implementation, capturing of all opportunities