

Operations &
Management

Strategic Selection

Balancing capability and value... choose wisely!

\$409B

is the projected total contract value
of the IT outsourcing market by
2022 ¹

\$6.77

is the return on every dollar spent
on supply management ²

45%

of procurement professionals
surveyed expect savings of greater
than 5% of spend when utilizing
strategic sourcing ³



If You Answer “Yes” to Any of These Questions:

Q: Are there sourcing inefficiencies in your business that might benefit from a partner with more targeted tools and expertise?

Q: Have you reissued a request for proposal to address significant variances in responses?

Q: Are you struggling with how to evaluate sourcing providers?

Q: Is there a sourcing problem you're aware of that no one in your company has been able to fix?

Q: Is the time horizon for onboarding a partner longer than your deadline for a solution?

Q: Have you ever selected a vendor and regretted the decision soon after onboarding?

**Then our expertise is what you need.
Together, we'll reach a better best.**

Your company is good at its core business – but supporting functions may feel like a distraction. Fortunately, there are many companies who can take those supporting functions off your plate and allow you to focus on what you do best.

How do you know which firm or combination of partners will drive success for your business? Our experience in strategic selection includes leadership, process optimization, scoring criteria, and enterprise communications to promote consistency, ensure accuracy, improve speed, and provide transparency for your sourcing deliverables. We provide independent and objective evaluation eliminating both internal and external bias.

Collective Insights provides you with a comprehensive strategic selection that defines costs, options, and risks for traditional and “out of the box” solutions with the details that enable you to make timely and informed decisions.

Collective Insights drives success through:



Working with key stakeholders to define the problem, primary requirements, and performance objectives



Creating a list of highly rated, qualifying vendors and/or solutions



Distributing requests for proposals and evaluating responses according to set criteria



Collaborating with the vendor and legal teams to ensure a favorable contract

Our Services. Your Success.



Business Transformation

- Strategic Planning
- Target Operating Model Architecture
- Strategic Finance
- Supply Chain Transformation
- Process Optimization
- Enterprise Performance Management



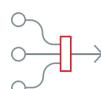
Technology, Information & Security

- Technology Strategy & Architecture
- Cloud & Edge Computing Enablement
- Technology Modernization
- Intelligent Information & Analytics
- Integrated Automation
- Next-Generation Cyber Security



Human Capital

- Organizational Change Management
- Strategic Communication
- Instructional Design & Development
- Workforce Development
- Organizational Design
- Culture Transformation



Operations & Management

- Program & Project Management
- Business Continuity
- Strategic Selection
- Vendor Management
- Mergers & Acquisitions Integration Management
- Portfolio & Demand Management

References

- 1 <https://www.technavio.com/report/it-outsourcing-market-industry-analysis>
- 2 <https://www.purchasecontrol.com/blog/best-practices-procurement-savings/>
- 3 <https://www.beroeinc.com/blog/procurement-annual-cost-savings/>

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