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Spend Management

Victrix was tasked with analyzing the current supplier relationships of vendors providing Web/IT development and internet strategy services.

Victrix Key Findings:

- Suppliers were unresponsive to negotiation
- Benchmarking showed the suppliers' rates were the highest in the industry
- Victrix determined that the software/hardware the suppliers utilized to provide the services was generic and easily replicable

Victrix Recommendations:

- Issue RFP for all categories of IT spend to marketplace
- Identify primary and secondary base of suppliers
- Negotiate and establish competitive contracts for all IT spend categories
- Create Vendor Management Program
- Train purchasing and sourcing employees on new strategic sourcing processes

Savings Achieved:

Total Annual Spend	\$2,840,000
Total Savings	\$340,800
% Savings	12%