

Many organizations lack the level of buying power that they would like to have. They have limited spend under management due to resource constraints and a lack of expertise in key categories of organizational spend. As a result, rogue spend, pricing and supplier inconsistencies, and low product volume purchases contribute to unnecessary expenses that increase the cost of business.

But what if you could leverage the purchasing power of many organizations to increase spend under management, improve leverage with your suppliers, and lower your prices? Through a program that is a win-win for both members and their suppliers?



Indirect spend has, for too many companies, been undervalued as a place where companies can realize efficiencies in both cost and time.

Corcentric Indirect GPO

Our GPO is backed by true subject matter and implementation experts with experience in dozens of spend categories. This experience, combined with our comprehensive Source-to-Pay solution, enables us to benchmark your program competitiveness before you join us. Then, on an ongoing basis, we help to ensure your program is successful today and in the future. Some highlights of the Corcentric Indirect GPO include:

- + Flexible Competitive Pricing
- + Custom Program Development
- + Online Marketplace Buying Experience

CAPABILITIES:

- + **Cost Competitive Programs** – Easy access to categories that are typically hard to manage
- + **Savings Tracking** – Process to track and drive savings across the organization

- + **Procurement Expertise** – Category knowledge and tailored recommendations
- + **Optimize Supplier Relationships** – Maximizing the value of those interactions
- + **Technology-Enabled Capabilities** – Access to P2P Marketplace solution

Corcentric has answers that will save in BIG ways. Using the purchasing power of over 2,000 of their customers, Corcentric negotiates the best possible terms with suppliers you use to run your business. Procurement experts conduct a thorough spend analysis to offer solutions in categories such as MRO, office supplies, uniforms, and much more.

GPOs are a win-win for both members and their suppliers because it enables organizations to:

- + **Grow Business:** Expand supplier business with limited supplier marketing or sales.
- + **Improve Relationships:** Achieve direct line-of-sight to national level supplier management with local level support.
- + **Improve Contract Terms:** Provide members best-in-class contract terms.



Why indirect spend management matters

Indirect spend accounts for up to 40 percent of a company's total expenses yet is the least managed aspect of Procurement. Rogue spend, pricing and supplier inconsistency, or low product volume purchases can contribute to unnecessary expenses that drive up the cost of running a business.

WHY CORCENTRIC



A globally networked platform with all your buyers and sellers in one place.



Analytics to power more intelligent decisions and automate manual processes.



Dynamic workflows that empower agility and collaboration.



The software and services to support your digital transformation.



Industry-leading modular, integrated solutions built on the Corcentric Platform to power your digital transformation.

Value OF GPO	VALUE TO MEMBERS	VALUE TO SUPPLIERS
SIMPLICITY	<ul style="list-style-type: none"> • Turnkey savings • No fees or commitments 	<ul style="list-style-type: none"> • More volume • More customers
EFFICIENCY	<ul style="list-style-type: none"> • Streamlined implementation • "National Account" level of attention 	<ul style="list-style-type: none"> • Smoother sales cycle • Decision maker access
EFFECTIVE	<ul style="list-style-type: none"> • Savings tracking and compliance reporting • Enhanced contract management • Tech-enabled 	<ul style="list-style-type: none"> • Channel partnership • Driving implementation

The Corcentric Indirect GPO includes these companies and more.



corcentric™

Procurement and Finance Solutions

ABOUT CORCENTRIC

Corcentric is a global provider of business spend management and revenue management software and services for mid-market and Fortune 1000 businesses. Corcentric delivers software, advisory services, and payments focused on reducing costs, optimizing working capital, and unlocking revenue. To learn more, please visit corcentric.com.