



TCGi

TECHNOLOGY CONCEPTS
GROUP INTERNATIONAL

TAIL SPEND MANAGEMENT

Tail Spend Management is complex and time consuming. However, it may be the final frontier of places to look for spend savings. The TCGi Tail Spend Management solution provides transparency and understanding of the low-dollar purchases that are not strategically managed. This usually accounts for 80% of the transactions and 20% of the overall spend. TCGi offers a managed procurement service with projected savings of up to 20% of spend.

Key Benefits of the TCGi Tail Spend Managed Service

- ⇒ Analytics, insights, and market intelligence are leveraged to inform better buying decisions
- ⇒ Procurement process excellence (future-sale enabled)
- ⇒ Operating cost reductions/avoidance through strategic sourcing, contract compliance, process standardization; much of it realized within the first year
- ⇒ Convert spend to Tier 1 Diverse

Tail Spend Categories Can Include:

- ⇒ Professional Services
- ⇒ Telecom
- ⇒ Marketing
- ⇒ Facilities & Maintenance
- ⇒ IT
- ⇒ Talent/HR
- ⇒ Logistics & Freight
- ⇒ Travel & Meetings



TCGi Delivers Results

Cost Reducing Analytics

Based on spend analytics, a transformation roadmap is created to show cost and benefits. Outcome is a prioritized list of savings opportunities.

Tail Spend Reduction

Identify unmanaged spend and redirect these purchases to contract compliant sources, catalogs, P-cards, or buy-desk strategies

Competitive Sourcing

Maximize strategic vendor relationships which can improve time to market, drive innovation, and mitigate risk

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