

Service Description:

Procurement &
Commercial



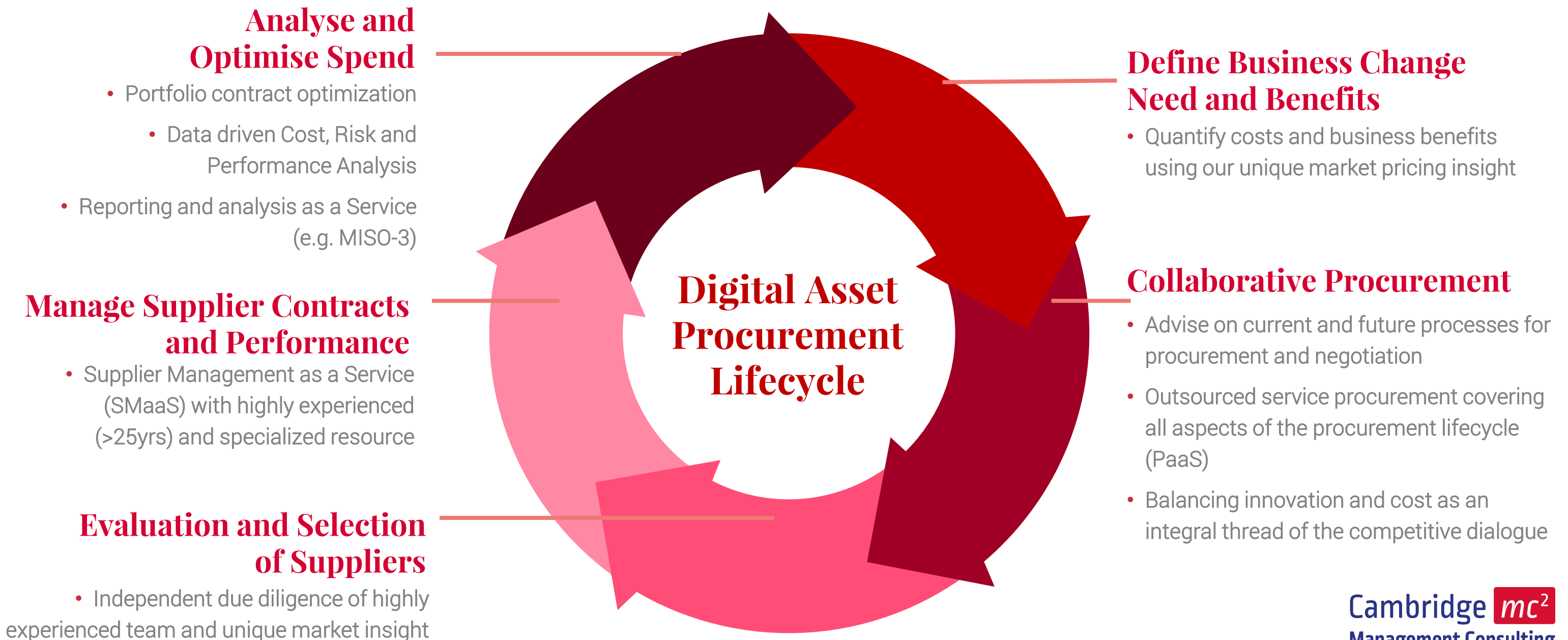


Common problems

- Companies outgrow their internal procurement capabilities
- Lack of holistic visibility of supplier spend and spiraling costs in chain
- Complex and inefficient supply chains (long tail of smaller or legacy suppliers)
- Easier to recontract with existing supplier solutions (regardless of suitability or cost)
- Lack of time and insight to assess supplier options and competitive market rates
- Lack of resource to fully assess and address procurement spend
- Long drawn-out RFPs to change suppliers
- Challenging migration to come off existing infrastructure with large cost of change

The 5 stages of Digital Asset Procurement

Cambridge MC provides our clients with the knowledge and data insight to make optimised procurement choices



Procurement & Commercial Services



Procurement & Commercial Services



Procurement & Commercial Strategy

- Assisting with overall commercial and procurement Strategy



Digital Asset Cost Reduction and Optimisation

- Measuring and identifying cost reduction opportunities
- Supplier renegotiations and poor-supplier migration



Procurement Accelerators

- Procurement Programme leadership and support
- Tools to improve the efficiency of procurement and asset inventory management



Supplier Mgt as a Service

- Providing adhoc pricing, supplier management and procurement support on a managed service basis
- Providing skilled resources to better manage your Cloud finances as a manage service



Supporting Change Initiatives



Organisation



Innovation



Sustainability



Cyber Security



Digital



AI



Data



Data Centre



Procurement



Vertical Industries



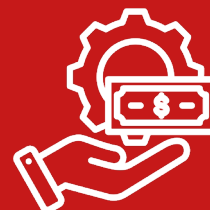
Public Sector & Education



Telecoms, Media & Tech.



Energy, Utilities & Carbon



Financial Serv. & Insurance



Retail & Manufacturing



Digital Asset Cost Reduction and Optimisation Explained

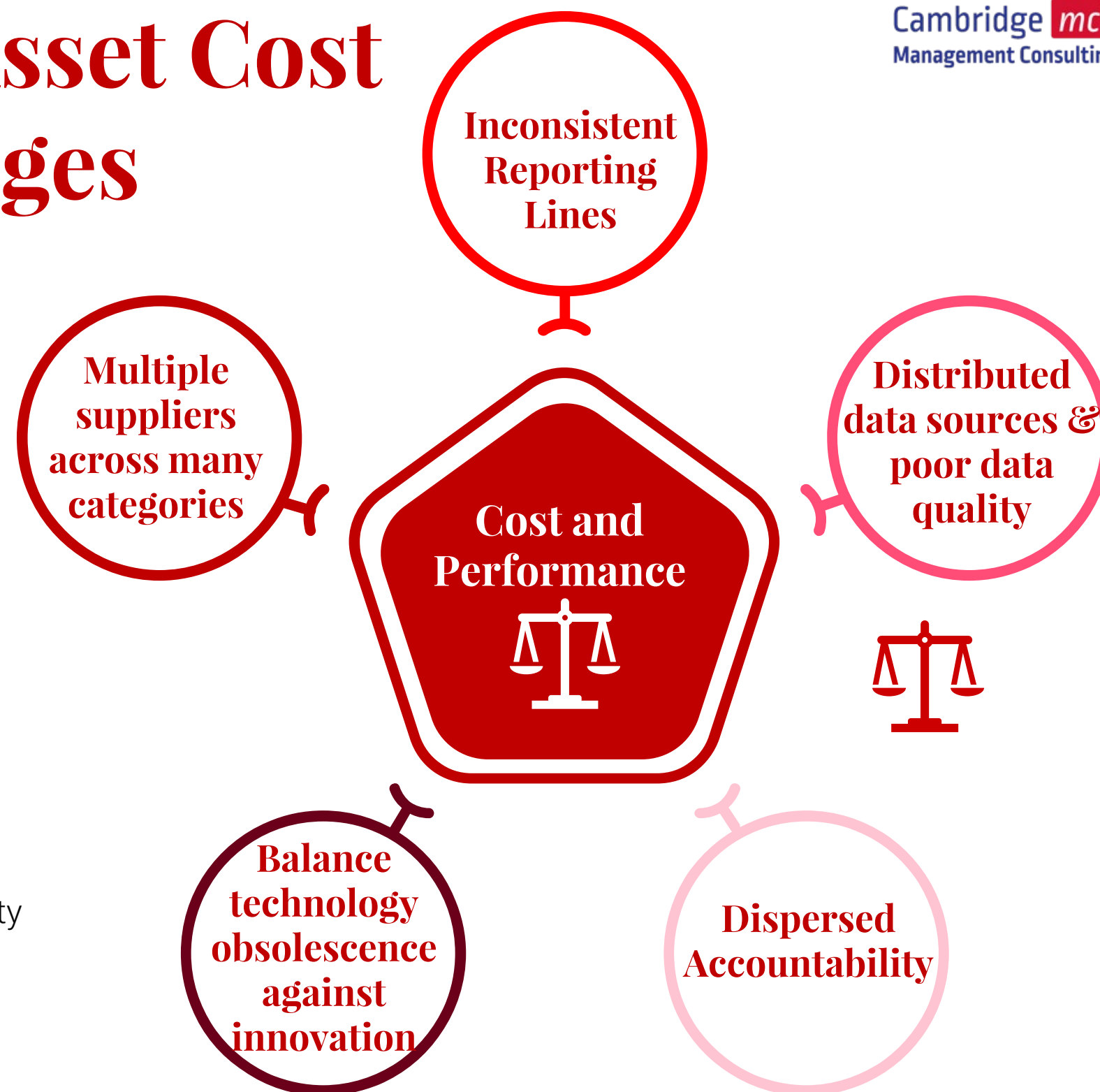
Many companies have invested millions in technology but are struggling to track all digital assets they have procured. Information technology asset management (ITAM) was an approach to track all of a company's assets and Software Asset Management (SAM) tackled on Prem solutions, but that was before the explosion of the Cloud added to complexity.

Today's hybrid tech stacks are commonplace with SaaS being procured by business units with or without IT's approval. There are many information silos regarding the expense, risk status and complex licence management challenges that an organisation needs be on top of.

Digital Asset Optimisation from Cambridge MC is a service which uses technology to optimise costs and, where possible, automate procurement processes and workflows. Digital Asset Optimisation involves the use of apps and systems to capture, consolidate, and manage **all of the data and information** related to costs, risk exposure and licence implications.

Summary of Digital Asset Cost Optimisation Challenges

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- Many companies are struggling to track and have visibility of all digital asset contracts they have
 - The explosion of Cloud provided solutions has added to the complexity of ITAM and SAM
 - With SaaS being procured by business units, the danger is that there are many silos of data
 - Companies struggle to understand contract costs, risk status and licence liabilities in one place when accountability is so disbursed



Cost Optimisation Approach

STAGE ONE

Data Consolidation and Margin recovery


Data Cleanse
&
Reconciliation


Analysis

Review


Recommendations

Plan


Cash Benefit
(Reconciliation)

Save

STAGE THREE

Migration Optimisation


Commercial
Management



Transition


Cash Benefit
(Migration)

Save



PHYSICAL

FINANCIAL


Analysis

Review


Recommendations

Plan


Cash Benefit
(Procure)

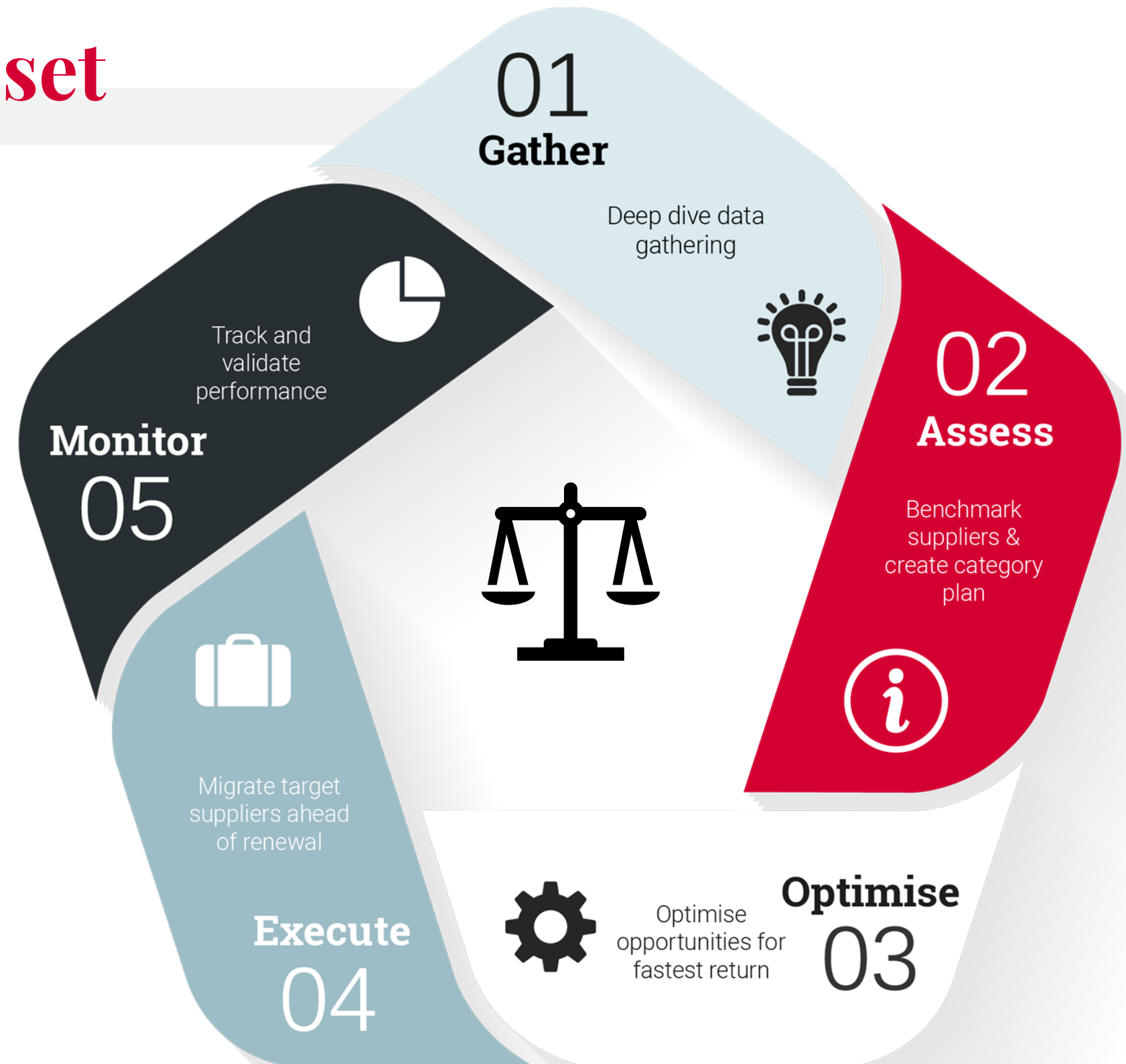
STAGE TWO

Digital Asset Optimisation and Procurement

Where a client has an existing inventory, we can help them to ensure that you are paying only for what is being used AND that the inventory is at best market rates.

Cambridge's Digital Asset Optimisation Solution

- Resource light and independent service
- Award-winning model to independently review spend categories
- Rapid assessment of suppliers and cost benchmarking (best market pricing)
- Comprehensive reporting on suppliers across categories, including information on contracts, renewals, licenses, and usage
- Access to our best-in-class network of preferred suppliers to reduce cost and improve service levels
- Pricing (includes contract register, spend tree, category benchmarks and plan, initial audit and monthly update reports)

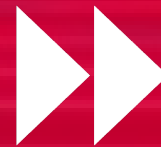


Benefits of Asset Optimisation



SPEED

Avoids lengthy proposals
and delivers to the bottom
line fast



EFFICIENCY

We leverage scale and lower
costs on everything from
telecoms to office services



EXPERTISE

30 years of experience in
procurement and supply chain
management

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