

Advito Process Overview

Develop a clear picture of today's program

Quantify options and map plan to success

Manage tactical phase of sourcing process

Final step to completion of sourcing decisions

Proactive and sustainable management

Assessment

Strategy

Negotiation

Implement

Monitor & Improve

Data consolidation and analysis

Strategy review and solicitation first construction

Bid process, recommendations and solicitations

Acceptances, extract and rate audit

Savings and compliance reporting

Data Consolidation

We have developed proven methods that consolidate data from multiple sources

Travel Agencies

Credit Cards

Hotels

Expense Management
Systems

Allowing us to:

- ▶ Analyze clients' spend volumes and patterns
- ▶ Craft a strategy in line with client objectives
- ▶ Make educated recommendations
- ▶ Focus on clients' goals

Recommendations



- ▶ Homework:
 - Client Information
 - Chain relationship
 - Know your competitive backyard

- ▶ Responsiveness:
 - Initial bid
 - Renegotiations
 - Audits and service items

- ▶ Take a long-term view