

Latest information regarding the
B2E Strategic Sourcing Service
Offering



STRATEGIC SOURCING

Outsourcing enables strategic advantage and
competitive differentiation

Lead Principal: Ravi Veerasubramanian

STRATEGIC SOURCING OVERVIEW

Outsourcing can help organisations deliver transformational and improvement outcomes.

But nearly 50% of initiatives fail totally or don't meet expectations, often incurring significantly higher running costs, performance & commercial issues and missing target operational & financial benefits. So businesses "react tactically" by in-sourcing, retendering or initiating dispute mechanisms to remedy failings without addressing the root causes.

Outsourcing can deliver clients' tangible benefits whilst allowing the outsourced service provider to make profit – these need not be mutually exclusive. The trend in the last two decades is for poorly scoped and aggressively negotiated deals that are not agile nor adaptable leaving managed service providers (MSPs) with the binary choice of delivering a quality service or making a profit. Done well, outsourcing enables strategic advantage and competitive differentiation.

Our clients are inhibited from achieving their outsourcing aspirations by one or more of 3 issues:

1. A maturity and expertise gap that impacts the ability to define good sourcing strategies
2. A resource gap that impacts agility and speed of the implementation of these strategies
3. An outdated or immature sourcing model that is not aligned to the business drivers

Excellence in Strategic Sourcing is the key to success.

At B2E we bring a wealth of diverse & invaluable client side and supplier side experiences to bear on all aspects of your outsourcing eco-system/supply chain with a strong track record of success with our clients.

We also bring unique and practical insights on the latest trends like SIAM (Service Integration & Management), RPA/Automation, Agile & DevOps, multi-sourcing and cloud-based technologies in your existing and future outsourcing engagements. We work as an extension of your team bringing the value of solid, trustworthy and practical support in all areas of strategic sourcing at an effective cost profile.

TYPICAL CHALLENGES

In heavily outsourced environments, we excel at helping clients transform their service operating models by defining and implementing sourcing and partner management strategies across all relevant aspects of their outsourced supply chain. We set up high performing outsourcing relationships that are collaborative, agile & adaptive to change – the days of fixed scope, fixed price, big and unwieldy outsourcing contracts are over. We strongly believe that a balanced approach to managed services sourcing is agnostic to single-sourcing, multi-sourcing or insourcing. Managing strategic and operational change during an outsourcing and service transition / transformation exercise is challenging and painful – but the benefits can be immense, tangible and "game-changing". We're here to support and partner with you by helping your:

- In-house procurement teams with executing complex multi-service outsourcing procurements.
- In-house delivery/service management teams with:
 - o Successfully delivering large-scale transition, transformation programmes
 - o Tangibly improving current service performance & partner deliveries

We have advised on and supported many outsourcing engagements for our clients. We always tailor our engagement approach, form agile teams and provide whatever levels of client service that most suits your organisation's needs – but we stick to strategic sourcing.

We truly listen to you and are happy to engage with you in a "leading, partnering, supporting or coaching" capacity – but we remain committed to enabling your outcomes.



UNIQUE SOLUTIONS

Our 6 core capabilities in this offering are:

- Sourcing strategy and target service operating model(s) definition
- Agile, collaborative strategic procurements and deal execution
- Leading services transitions and technology transformations
- Adoption of new capabilities like AI, RPA, Automation, DevOps
- Commercial strategies and contract negotiations
- Recovery/restructuring/reshaping of troubled engagements



Ravi Veerasubramanian leads the Strategic Sourcing Service Offering at B2E. He helps clients maximise the value realised from outsourcing and their service partners by leading and supporting engagements across the full sourcing lifecycle. He is respected at CxO level as their “go-to-guy” when they want to leverage opportunities, address challenges and fix issues within their outsourced services and supply chain. Previously, he held senior roles with large global business and technology services integrators and leading management consultancies. His client experience includes BT, Three, Nomura, Deutsche Bank, Astra Zeneca, Goldman Sachs, Airbus, Centrica, the UK Home Office & Ministry of Justice and other large enterprises. He is also a member of the Independent Advisors Network – UK’s leading sourcing advisory network.

Service Offerings at B2E Consulting are supported by our community of over 20,000 high calibre, expert consultants, many with Strategic Sourcing experience.

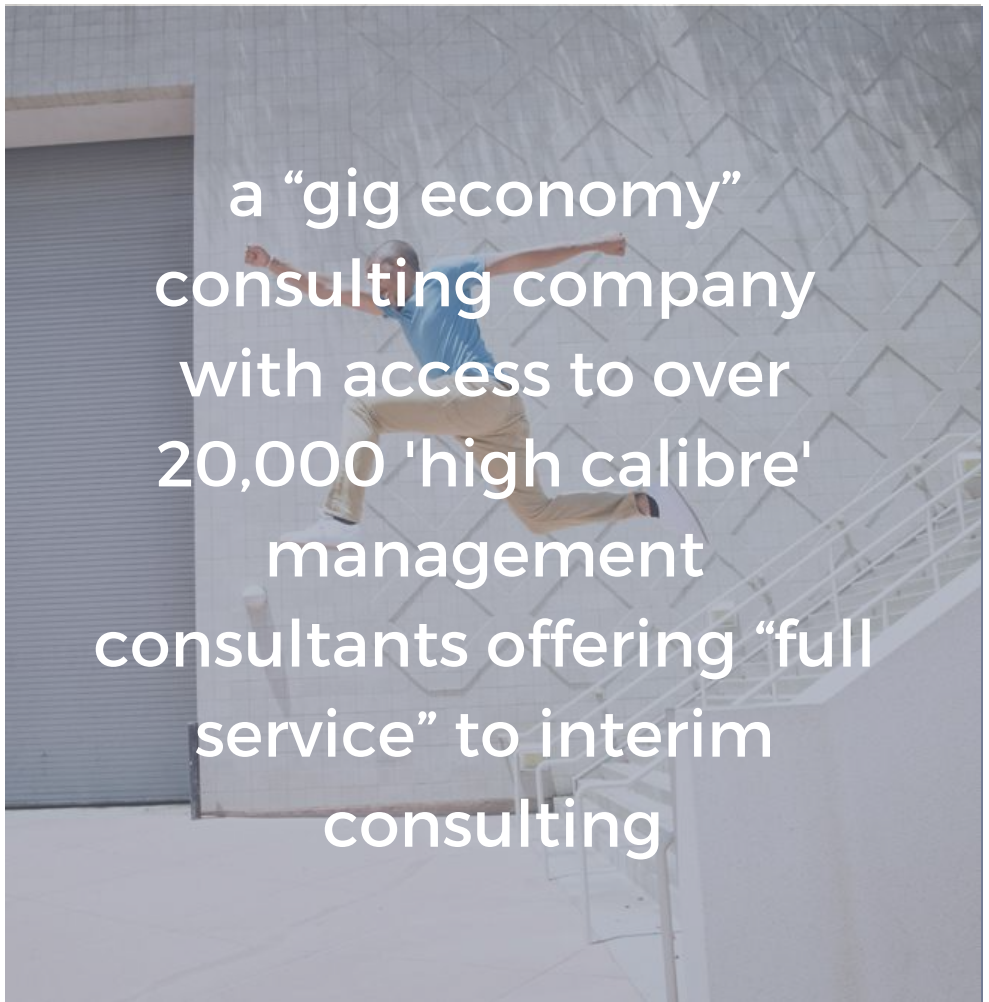


Our scale means that we are able to build teams of genuine experts, usually with more than 10 years relevant experience, to help support client initiatives and ensure we fully understand the client's goals, content and context. We partner closely with the client to deliver quality solutions and value for money.





CONSULTING
FUELLING TRANSFORMATION. POWERED BY EXPERTS

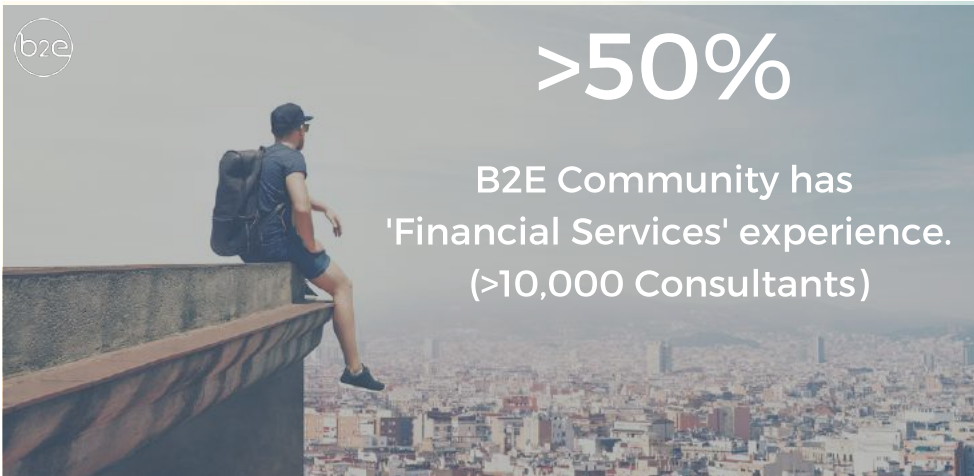


a “gig economy”
consulting company
with access to over
20,000 'high calibre'
management
consultants offering “full
service” to interim
consulting

Why B2E?

1. Immediate access to quality consultants at significantly lower cost
2. Specialist delivery through a consulting community of >20,000 experts
3. We understand transformation - our B2E team share >200 years top tier consultancy experience

The majority of our
B2E Community
have come from the
top 10 global
consultancy firms



>50%

B2E Community has
'Financial Services' experience.
(>10,000 Consultants)

Since 2002, our
Consultants have
worked on ~700
business
transformation
assignments across a
range of areas,
technologies and
business challenges