



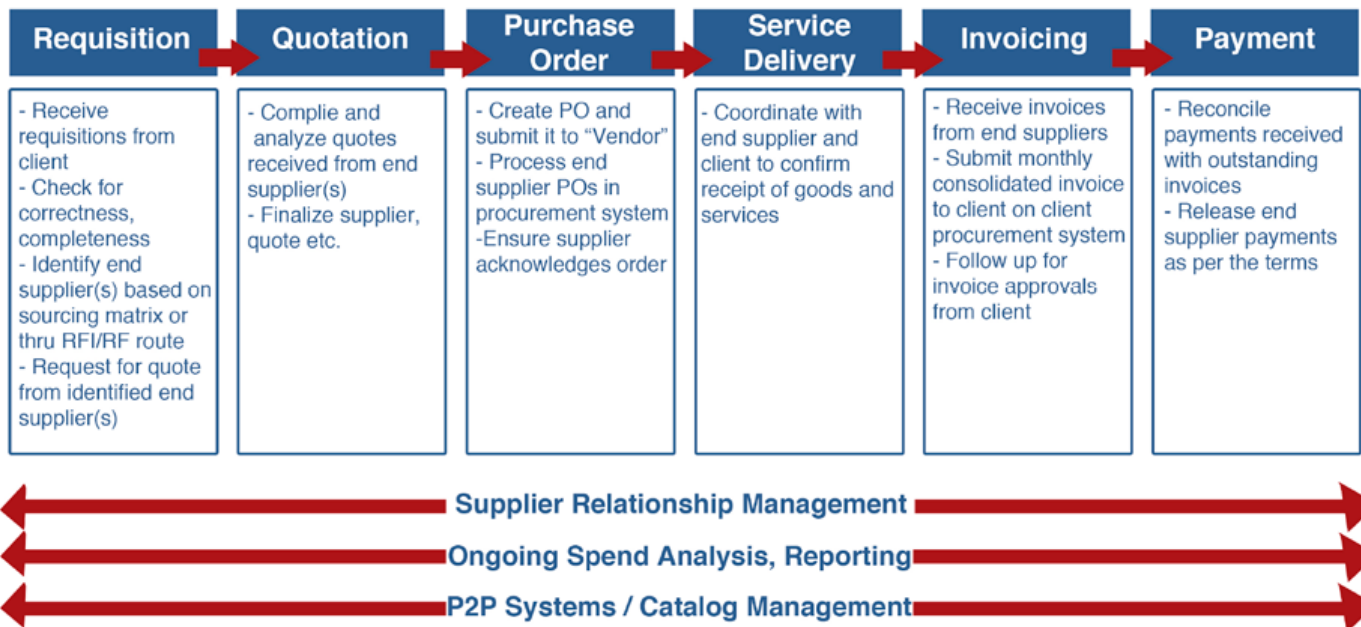
Transactional Procurement

Transactional Procurement rarely comes to the forefront when discussing transformational procurement and sourcing activity. Transactional Procurement has historically been viewed as an ‘out of sight, out of mind’ process. It has not received the attention that sourcing processes have, and most firms fail to optimize the associated processes.

Corbus takes a different view of Transactional Procurement and absolutely believes it to be transformative – it is a core offering of the organization. Corbus has been conducting Transactional Procurement for nearly 20 years, and today manages spend of approximately \$7B in this space. Corbus' tested and refined processes have made their mark for clients seeking to reduce transactional spend, improve operational efficiencies and reporting/analytics capabilities, allowing them to devote their time to more strategic matters.

The following graphic illustrates the breadth of Corbus' offerings in Transactional Procurement:

Key Requisition to Payment Activities





Transactional Procurement

Client: Fortune 500 Pharmaceutical Company

Client Pain Points

- Localized transactional processing leading to regional inconsistencies / inefficiencies
- High turnaround time for PR to PO process
- Lack visibility to metrics
- Language and cultural barriers preventing global standardization
- Lack of proper control mechanism to insure compliance
- Little flexibility to scale workforce to meet shifting work volume

Solution

- Centralized Procurement Operations Center created to support transactional procurement activities, create and transmit POs, perform Change Order Management and a Functional Helpdesk
- Report and Analytics Support Center developed to create POC Scorecards, Adhoc Reports (i.e. Spend, Category, Compliance, Operational, etc.) and conduct new report development and testing
- Systems Administration & Support desk provides frictionless SRM admin support, SAP Vendor Master Table maintenance, Catalog Management Support

Outcome Highlights

- Coverage: 4 regions, 50 countries, 13 languages (English, French, Spanish, German, Italian, Portuguese, Chinese (simplified), Mandarin, Russian, Turkish, Thai, Japanese, Korean)
- Delivery Centers: Noida, India and Shanghai, China

Results

- ✓ Improved velocity in PR to PO conversion process – average PO issuance decreased to .15 days from over 1.0 days
- ✓ Improved compliance and increased spend through catalogs (up 65%) through better PR validation processes
- ✓ Improved PO to Invoice Cycle Time – a decrease of 35% – resulting in the elimination of delivery disruptions and reduction in payment disputes
- ✓ Spend Managed: \$4B+
- ✓ Volume: 120K Transactions/Year
- ✓ Conceived, developed and published Procurement Playbooks by region, resulting in standardized processes and an increase in compliance